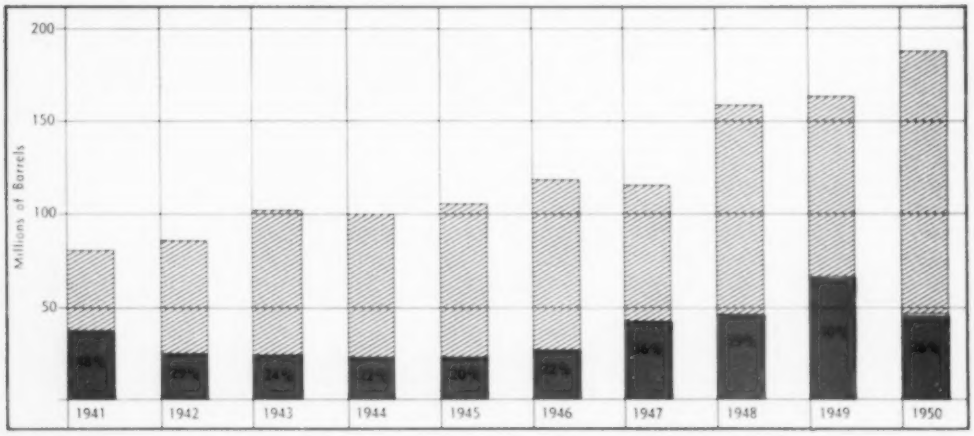
NATIONAL PETROLEUM NEWS

June 11, 1950
Vol. 42—No. 23

Distillate Stocks Low Compared with Expected Demand

Distillate stocks as of July 1, 1950, are expected to be about 49,000,000 bbls., the second highest figure for midyear in the history of the oil industry. But compared with domestic demand (estimated at 187,000,000 bbls. for the last six months of 1950), stocks are the lowest of any year since 1946. July 1 stocks this year are expected to be only 26% of demand for the balance of 1950. This compares with 40% in 1949, 29% in 1948 and 36% in 1947



***Red Blocks**—Distillate stocks as of July 1, 1941 through 1950. Figures in red blocks indicate percentage that July 1 stocks represent of demand for last six months of each year.*

***Shaded Blocks Plus Red Blocks**—Domestic demand for distillates for last six months of years 1941 through 1950. (Demand for last six months of 1950 is Bureau of Mines estimate.)*

Texas Distributor Grows Fast

One of the nation's fastest growing young oil distributorships—Ada Oil Co.—is taking a 24-million annual gallonage bite out of the Texas Gulf Coast gasoline market. The company's youthful sales leadership and diversified operations have played a large part in its four-year growth from a small start in Houston. Story of the company's development and marketing methods appears on p. 25.

Budget Plans Increase TBA Profit

Oil companies can increase TBA volume and profits in service stations by helping dealers set up customer budget plans, a tire company representative believes. He feels that reliance on convenience and service is not enough to meet the competition of other classes of retail outlets, which feature prices and terms. For article on the advantages of TBA installment selling and how it is set up, see p. 31.

Values that Pay Off!

★ **COMMANDING APPEARANCE**
Brings in new business.

★ **GREATER DEPENDABILITY**
No costly down time.

★ **PERMANENT ACCURACY**
Assures you and your customers honest measure.

★ **LOWER MAINTENANCE COST**
Just like putting money in the bank.

SEE these new Tokheim pumps at your first opportunity. Get that extra Tokheim value that pays off in greater volume, less attention, lower upkeep cost. Many owners tell us that Tokheims will deliver fuel at less cost per gallon than any other pump. You don't pay extra for this extra value. Call your Tokheim man today. He will show you the pump to fill your needs. New bulletin sent on request.

← *Retrev-A-Hose Model 39L RA. Plenty of hose for the long reaches.*

BIGGEST VALUE BY FAR!

QUALITY TOKHEIM
THE 4-SEASON PUMP

TOKHEIM OIL TANK AND PUMP CO.
DESIGNERS AND BUILDERS OF SUPERIOR EQUIPMENT
FORT WAYNE 1 FOR 49 YEARS INDIANA

Who's who in the service station business: Charles J. Davis managed this service station (above) for Sinclair from the day it was completed in 1932 until 1936, when he took over the station as a dealer. He has operated it continuously ever since. Charlie is considered one of the most successful and likable merchants in his community. He drives a great deal and knows the quality of the products he sells.

"I sell SINCLAIR ETHYL Gasoline 5 to 1"

says ***Charles J. Davis,***
Dealer in Sinclair Products,
Popham and Overhill Roads, Scarsdale, N. Y.

"My eighteen years of experience in operating this station have convinced me that selling my best gasoline builds sales.

"That's why I never miss a chance to recommend Sinclair 'Ethyl' gasoline . . . to tell my customers about the extra power and smooth, satisfying performance it delivers. I've found that after they use a tankful of Sinclair 'Ethyl' gasoline, they come back for more."

There's no better way to build a successful business than to push *your* best gasoline, because a satisfied customer is a steady customer.

Tell your customers why it's smart to use "Ethyl" gasoline

Because "Ethyl" gasoline is high in antiknock quality, it means—

- **MORE POWER**
- **MORE DRIVING SAFETY**
- **COOLER ENGINE**
- **MORE DRIVING PLEASURE**

ETHYL CORPORATION, New York 17, N. Y.

Products sold under the "ETHYL" trade-mark: antiknock compounds . . . soft coke . . . ethylene dichloride . . . sodium (metallic) . . . chlorine (liquid) . . . oil soluble dye . . . benzene hexachloride (technical)

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That's the same extra value engineering that has kept Internationals first in the sale of heavy-duty trucks for 18 straight years

Cost-conscious, profit-minded heavy-duty truck users have preferred Internationals year after year for only one reason: heavy-duty engineering means that International Truck performance is longer life performance, lower operating and maintenance cost performance.

And now the same management, engineers, test experts, and production men who kept Internationals a tradition in the heavy-duty truck field have developed *every new International Truck.* No matter what size truck you use, there's a heavy-duty engineered International Truck that's right and ready for you!

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Model for model, here is "the roomiest cab on the road." It gives you new comfort in easy-riding cushions, adjustable seats, controlled ventilation. It gives you full front visibility through a one-piece, scientifically curved Sweepsight windshield.

And comfort is right at your fingertips when you take the sturdy wheel. The entire steering system is engineered for more positive control from a more comfortable position.

You'll get an all-new truck proved under actual operating conditions

"Proved under actual operating conditions" takes in years of time, millions of dollars, countless miles. But these new Internationals took in all those and then some – to give you proved-in-advance performance.

No matter what kinds of roads or loads, climate or conditions your trucks must meet, there's a new International that has been *proved* right for your requirements.

Find out all about that truck from your nearest International Truck Dealer or Branch, soon.

International Harvester Builds
McCormick Farm Equipment and Farmall Tractors
Motor Trucks . . . Industrial Power
Refrigerators and Freezers

Tune in James Melton and "Harvest of Stars"
NBC, Sunday afternoons

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NATIONAL PETROLEUM NEWS

Vol. 42—No. 25 ESTABLISHED 1909 June 21, 1950

THE NEWS WEEKLY OF THE OIL INDUSTRY

COMING MEETINGS

JUNE

American Society for Testing Materials, annual meeting and exhibit of testing apparatus and equipment. Atlantic City, N. J., June 26-30.

Wisconsin Petroleum Assn., annual golf tournament. Del View, Lake Delton, Wis., June 27.

JULY

National Butane-Propane Assn., board meeting. Rhinelander, Wis., July 12-13.

Georgia Independent Oilmen's Assn., mid-year convention and golf tournament. Radium Springs, Ga., July 17-18.

Northwest Petroleum Assn., Oil Burner Division meeting. Nicollet Hotel, Minneapolis, July 24-25.

AUGUST

National Oil Jobbers Council, Jefferson Hotel, St. Louis, Mo., August 7-8.

Society of Automotive Engineers, National West Coast meeting. Biltmore Hotel, Los Angeles, Calif., August 14-16.

Kentucky Petroleum Marketers Assn., fall outing. La Fayette Hotel, Lexington, Ky., Aug. 23-24.

SEPTEMBER

Michigan Petroleum Assn., fall meeting. Mackinac Island, Sept. 8-9.

Oil Industry Information Committee, meeting. Traymore Hotel, Atlantic City, N. J., Sept. 11-13.

National Petroleum Assn., Hotel Traymore, Atlantic City, N. J., Sept. 13-15.

American Petroleum Institute, lubrication committee. Hotel Traymore, Atlantic City, Sept. 14.

National Truck Tank and Trailer Tank Institute, Three Lakes, Wis., Sept. 14-15.

National Butane-Propane Assn., annual convention. Hotel Hollenden, Cleveland, Ohio, Sept. 18-19.

Ohio Petroleum Marketers Assn., annual fall conference and golf tournament. Netherland Plaza Hotel, Cincinnati, Ohio, Sept. 20-21.

OCTOBER

Indiana Independent Petroleum Association, Inc., Hotel Severin, Indianapolis, Ind., Oct. 12-13.

Oil Progress Week, Oct. 15-21.

South Dakota Independent Oil Men's Assn., Aberdeen Civic Arena, Aberdeen, S. D., Oct. 24-25.

Pennsylvania Petroleum Assn., Inc., fall convention. The Pocono Manor Inn, Pocono Manor, Penna., Oct. 29-31.

National Lubricating Grease Institute, annual meeting. Edgewater Beach Hotel, Chicago, Ill., Oct. 30-Nov. 1.

NOVEMBER

Mid-Continent Oil & Gas Assn., annual meeting. Roosevelt Hotel, New Orleans, La., Nov. 2-3.

Oil Industry Information Committee meeting. Biltmore Hotel, Los Angeles, Calif., Nov. 11-13.

American Petroleum Institute, 30th annual meeting. Biltmore Hotel and The Ambassador, Los Angeles, Calif., Nov. 13-16.

DECEMBER

Oil Industry TBA Group, annual convention. Edgewater Beach Hotel, Chicago, Ill., Dec. 4-5.

Nebraska Petroleum Marketers, Inc., Hotel Paxton, Omaha, Nebr., Dec. 5-6.

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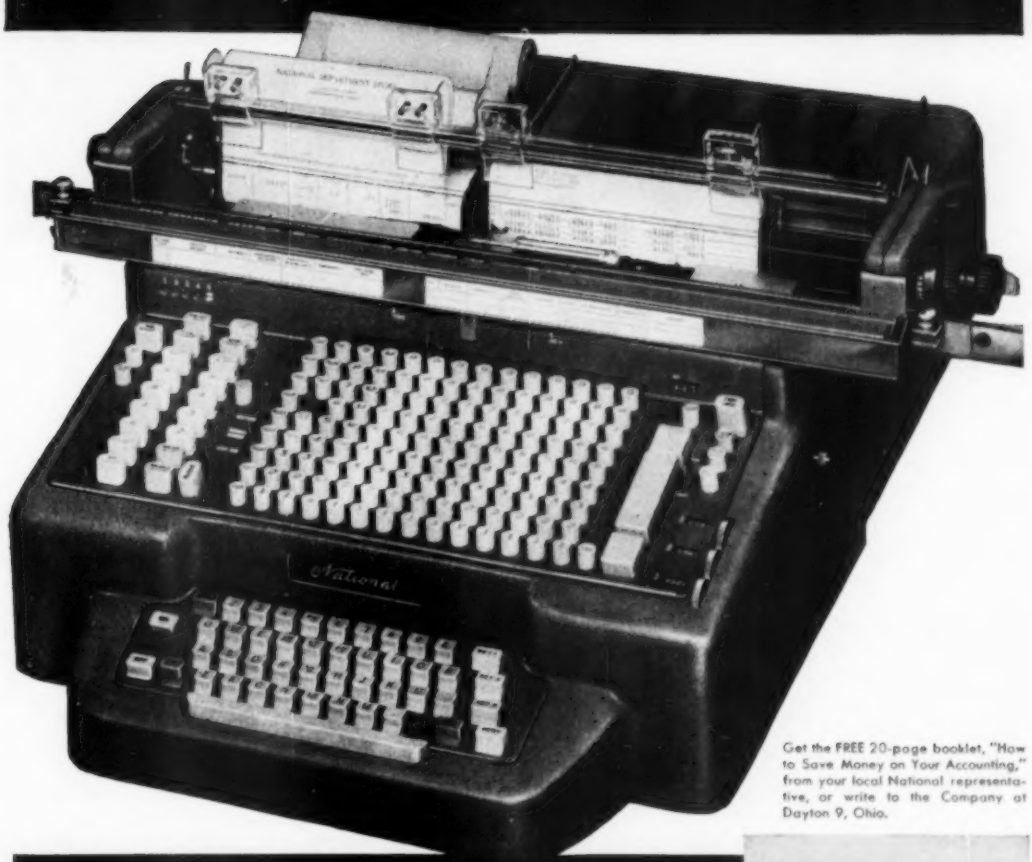

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"PHILLIPS 66" has built its reputation for *quality* by using selected lube-type crude oil . . . the most painstaking processing and blending . . . and by *protecting* that quality with *Tri-Sure Closures** on every drum.

Phillips Petroleum Company has consistently used Tri-Sure protection since 1932. Its experience has proved that Tri-Sure Closures give positive assurance that every gallon will be *delivered* . . . its *quality* safeguarded from seepage and substitution . . . its *full value* secure from leakage and pilferage.

On your next shipment, give *your* product the protection that has been *proved* best by America's leading oil and chemical companies. When you order drums, specify "Tri-Sure Closures"—and know that the quality you ship will be *delivered*.

**The "Tri-Sure" Trademark is a mark of reliability backed by 27 years serving industry. It tells your customers that genuine Tri-Sure Flanges (inserted with genuine Tri-Sure dies), Plugs and Seals have been used.*

AMERICAN FLANGE & MANUFACTURING CO. INC., 30 ROCKEFELLER PLAZA, NEW YORK 20, N. Y.

TRI-SURE PRODUCTS LIMITED, ST. CATHARINES, ONTARIO, CANADA

AHEAD *of the* NEWS

INVESTIGATION OF FTC—Federal Trade Commission's policies in regard to the Robinson-Patman Act, under which the FTC-Standard of Indiana-Detroit case was initiated, will be one of the principal subjects under study when the House Small Business Committee begins an investigation of FTC on June 27. Chairman of the House committee is representative Patman (D., Tex.), one of co-authors of act.

●

THE LIMIT?—Opinion of several fuels and lubricants men attending the API Lubrication Committee meeting in Detroit last week is that the oil industry is about at its limit in boosting gasoline octanes overall. One man said he felt that when gasolines reach the 95 mark, that will be the top with present facilities, and it may also be the limit to which the industry may go, because any attempt to go beyond that figure will involve such substantial increase in costs as to make necessary a similarly substantial increase in price. Feeling was expressed that such a step would thus cancel out and probably overshadow any gains in efficiency which might come from still higher compression ratios.

●

THE ALMIGHTY GALLON—Expect to hear further charges from jobbers in the Midwest that some major companies, in their quest for gallonage, are taking over service stations by offering excessively high and unreasonable rentals or purchase prices. The jobbers call this an unfair trade practice and say it is financially impossible for them to meet such competition. One jobber reports that a major captured one of his leading stations by agreeing to a rental in the vicinity of $200 per month, then subleasing the station to a dealer for $1 per year to make the transaction legal. The jobber was paying rent of $115 and considered the station worth $140 at the most. Another jobber says he knows of a major that paid $22,000 for a station appraised at $11,000.

●

PRO-IMPORTS EXHIBIT—The Venezuelan government is planning to sponsor a pictorial display at Chicago's International Trade Fair to point up the fact that the South American country is buying more than she is selling to the U. S. Decision to present its story resulted from the reception accorded a group of Venezuelan businessmen who recently toured the U. S. to speak against restrictions on oil imports. The Venezuelans hope that the U. S. businessmen who see the Chicago exhibit will adopt their position, which is that a cut in imports from Venezuela will bring a corresponding decrease in the amount of consumer goods which Venezuela purchases from the U. S.

BURR UNDER SADDLE—Some top-flight marketing executives expect growth of the heating oil business to be actually boosted by the rising competition of natural gas. They make the point that the heating oil business to date has been largely a matter of order taking. Now, they say, it will seek out customers in the communities invaded by natural gas, and then push for more beyond the gas mains.

●

GASOLINE AND READY CASH—Oil sources say there is some doubt whether there will be a successful harvest of small grain in the upper central states this fall. Planting was held up for as long as one month because of late thaws, rains and floods over wide stretches of Nebraska, Minnesota and North and South Dakota. Only an extended summer to make up for late spring will mean good crops. Otherwise, it is expected crops will be poor, which will in turn reflect on gasoline demand, ready cash and credits.

●

TO EACH HIS OWN—Concern is expressed by many lube men because one automotive manufacturer has asked major suppliers for bids on an oil concentrate to be added to crankcase oils. Principal purpose of concentrate would be to "fortify" original factory fill of motor oil in this car, which has a valve design problem, but manufacturer also is said to be interested in placing the concentrate with its dealers to be added to motor oils as an extra. Oil men fear that if this is done, service stations, to remain competitive, will have to stock the concentrate for the owners of that one make of car. Even more alarming is the prospect that other auto manufacturers would do the same thing—each having a concentrate of its own.

●

CREDIT DYNAMITE—Crews of what appear to be professional promoters are becoming active selling memberships in service station trade associations in several southeastern cities. Most recent sales talk is based on an exchange of credit information in the form of a "black list" of slow pay accounts. Membership solicitors are showing sample lists of names of overdue accounts owed to dealers who have been induced to sign up. Oil jobbers who have learned of this promotion are of the opinion that it may contain both legal and public relations dynamite.

●

MAINE MATTER—The Maine Independent Oil Marketers Assn. is considering joining the National Oil Jobbers Council. Question probably will be discussed at meeting being planned for late next month or early August.

Quality

SERIES 1500

PATENTS PENDING

Quality is a word applying to an intangible something and has been used and abused by many manufacturers. For some, the size of the plant is held up to the ultimate consumer as a guarantee of quality. For others, the volume of sales promises the same purpose. While for still others, their engineering design is stressed.

But to all of our people here at RAPIDAYTON, the formula for quality is the will of our workmen to produce the finest product possible, utilizing the best engineering skill and materials obtainable.

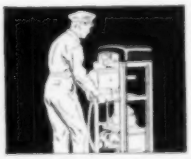
While the above statement is simple in itself, we believe it is the *only* formula for a quality product.

It is well to remember that one of America's finest motor cars, known and accepted as such throughout the entire world, has a comparatively low production volume.

Why not avail yourself of the opportunity to learn more about the "Quality" Line, the RAPIDAYTON Series 1500 Computing Pumps?

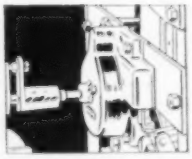
Improved Vision Dial—Assures utmost *visibility* and *readability* at any serving length.

New Design—Years ahead in eye-stopping appeal. Gives a beauty lift to any station.



Accessibility — PLUS — All principal working parts on sliding shelves for quick, easy removal.

Self-Cleaning Site-Flo — Exclusive Rapidayton device which cleans itself as it indicates gas flow.



Interlock and Re-Set Mechanism—New, positive interlock and re-set mechanism of the watchcase type.

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SERIES 1500 COMPUTING PUMPS

THE DAYTON PUMP & MFG. CO. • DAYTON, OHIO

Mr. Harbour

WASHINGTON—By Daniel L. Harbour

Party Camp Pressure Swings Truman to Pricing Bill Veto

President Truman did the politically expedient thing when he turned thumbs-down on the Basing Point or O'Mahoney Pricing Practices Bill (S. 1008).

He was under pressure from both sides of the long, swirling argument over "good faith" delivered pricing systems and "good faith" price discriminations, but the heaviest leverage came from the labor unions, cooperatives and certain trade associations. The latter groups contended the bill would virtually nullify the Robinson-Patman Act and, in addition, overturn the Circuit Court ruling in the FTC-Standard of Indiana-Detroit case.

Opponents of the bill marshalled their forces shrewdly and lined up the most potent power in Washington — headquarters of the Democratic National Committee. Once Democratic headquarters went into action, efforts of the proponents of the bill—their aim was to clarify antitrust laws — to obtain Presidential approval were doomed.

In vetoing the bill, the President rejected the positions of some of his strongest supporters on Capitol Hill, including Senators Myers (D., Pa.) and O'Mahoney (D., Pa.) and House Speaker Rayburn (D., Tex.). Also, he brushed aside the views of one of his three economic advisors, Dr. John Clark.

The veto places added importance on the re-argument ordered by the U. S. Supreme Court in the Detroit Case. This is scheduled for next fall, perhaps in October.

There is virtually no possibility of overriding the President's veto of the bill, and his rejection of it thus ends the tortured two-year journey of the bill. It shuttled back and forth from the Senate to the House numerous times and aroused as much bitter debate as any issue in Congress in recent years, even including the Kerr Gas Bill, which suffered a similar fate at Truman's hands.

The Capitol Hill fight began back in May of 1948, when a resolution was introduced for an investigation of the pricing practices policies of the Federal Trade Commission. Subsequently, Senator Myers introduced a bill for a two-year moratorium on enforcing a Supreme Court decision against delivered pricing practices. Then Senator O'Mahoney proposed a substitute bill, which added a section pointed at validating "good faith" price discriminations. It was O'Mahoney's bill which made the rounds between the House and the Senate and eventually reached the President's desk.

All told, there were two favorable votes taken in the Senate and four favorable voted in the House on the bill. The Senate argued the issue for eight days and the House five. More than 150 witnesses were heard in the Senate when its committee held hearings, while the House Committee took the testimony of 25.

In addition there were about 200 insertions in the Congressional Record relating to the bill, some in praise but most in opposition. Of the latter, about 100, were tossed into the Record by Representative Patman.

By his veto, the President relieved Senator O'Mahoney of going into Supreme Court and asking permission to argue that the bill would not overturn the Detroit case decision. The senator and several other supporters of the bill—unlike the foes—held to the opinion that the measure would not affect the lower court ruling and should have no effect on the eventual decision of the higher court.

Unlike his veto message on the Kerr Bill, the President let the supporters of the O'Mahoney bill down easy. There were no harsh recriminations. Mr. Trunian said any clarification of antitrust laws should be done in manner which preserves the basic purpose of the laws, namely: "The protection of fair competition and the prevention of monopoly."

Then Mr. Truman noted that the "sponsors of this bill intended to do exactly that." However, the President said in explanation of his veto that the bill as it "finally emerged from the legislative process" was far from clear as to what it would do.

Mr. Castle

MIDWEST—By Leonard Castle

Jobbers Optimistic That 1950 Will Show Good Volume Gains

Independent jobbers with whom we have talked on two motoring trips into northern Illinois and most of Wisconsin the last couple of weeks expect their 1950 gallonages to show a healthy increase over last year. Most of them, on the basis of business so far, believe their sales will be 5 to 10% higher, while some estimate the increase as great as 20%.

As we pointed out in last week's column, May gallonage was the highest of any month in history for many jobbers. This was particularly true of northern Illinois and southern Wisconsin. In other parts of Wisconsin, gallonage is beginning to rise sharply as the state swings into what promises to be a bumper tourist season.

One of the interesting jobber operations we looked over was the Evansville Oil Co. of Evansville, Wis., owned by Benjamin and James Green.

Their principal outlet is a gigantic truck stop, one of the largest between Chicago and Minneapolis, which they erected on Highway 13 just outside of town, four years ago. It provides complete one-stop service for trucks, and an average of 100 carriers a day pull into the station.

Featuring the layout is a big quonset type building, 40 by 140 feet, in which three fully loaded semi-trailers may be serviced simultaneously. The station offers complete repair service and is located advantageously to obtain parts quickly from either Madison, Janesville, Rockford or Milwaukee.

Ten acres of marshland were filled in to make a site for the station. Result is that the approaching trucks have a driveway sweep 500 by 100 ft. when entering the station, and a tremendous space for parking if the drivers desire to eat at the station's restaurant or take a nap in sleeping quarters provided for them.

* * *

Another country jobber with whom we visited was Philip Ebel of the Ebel Oil Co., at Dakota, Ill., a one-man operation. Most of his business, of course, is with farmers. He started in 1946 with 30 farm accounts and today has 150. His gallonage in 1946 was 110,000. Last year it had grown to 176,500, and indications are it'll go higher this year. Mr. Ebel has added accounts gradually but says an

B.F.Goodrich

Hose that keeps its shape by not wearing a corset

B.F.Goodrich pump hose saves time, money, customers

A GASOLINE pump hose with a permanent kink slows down flow, has to be hammered back into shape, often causing weak spots, cracks. B.F.Goodrich pump hose keeps its shape because it has no rigid metal or stiff wire to stay bent when hose is crushed. Tight-twisted yarn has replaced stiff wire; springs back to full, round size when run over or twisted.

Fast flow—No kinks make faster flow. Saves attendant's time, gives customers faster service. Gasoline-proof tube won't swell. Inside diameter stays the same. Tube stays flexible even in extremely cold weather.

Easier to handle—Eliminating stiff wire reinforcement eliminates pinching and choking. Soft, static ground wire is imbedded in hose wall, flexes with the hose. Hose reels out and back easily, smoothly.

Smooth cover—Gasoline-proof and oilproof. Easy to clean. Resists cuts, scratches, moisture. Won't check from constant exposure to sun.

Permalock coupling—Attached to hose at factory by expanding a brass sleeve into hose wall. This assures a trouble-free seal of coupling to hose without damage to hose. Full flow, lightweight, easy to handle. Chromium plated. Re-attachable couplings also available.

B.F.Goodrich research has made other improvements in gasoline and oil hose, skid tank hose, barge-loading oil hose and fittings—improvements in products that can improve your service, reduce your operating costs. The man to call is your local BFG distributor, or write *The B.F.Goodrich Company, Industrial and General Products Division, Akron, Ohio.*

B.F.Goodrich
FIRST IN RUBBER

important reason for the gallonage growth is increased farm use of petroleum products. Many Illinois farms now have two or three tractors, two trucks and a couple of automobiles, where a short time ago they had only one of each.

At Warren, Ill., we met two youthful jobbers, William Appel and Julius Borsdorf, who founded the Central Oil Co. in 1947. Today they have a 46,500-gal. bulk plant, a service station in connection with it, and operate one farm route truck. Their May gallonage was 25,000, as compared with their previous high month, May, 1948, when they distributed 20,000 gals. Last year the company marketed 150,000 gals. of products and will go considerably above that in 1950, they said.

* * *

Gunder Torstenson of the Torstenson Oil Co. at Moline, Ill., was preparing to open two new service stations, one in Moline, the other 15 miles outside of town. A former coal man, he has been an oil jobber for the past four years. His bulk plant has storage capacity of 120,000 gals., and he serves four other retail outlets in addition to the new stations. He expects a big increase this year, particularly in commercial business, because the government's Rock Island Arsenal is going into full production again.

Theodore Johnson of the Johnson Oil Co. at Sterling, Ill., is an Independent jobber who operates without a bulk plant. Supplying two stations at Sterling and one in Clinton, Iowa, he hauls the product direct by tank truck from the Smith Oil and Refining Co.'s Mississippi River terminal at nearby Fulton, Ill. His May gallonage was 45,000, down from 52,000 of May, 1949, because of the lengthy Chrysler strike. He supplies three of Chrysler's motor carriers. But he expects sales during the remainder of the summer to equal or surpass those of last year. Mr. Johnson does no farm business.

Mr. Bjorkback

ATLANTIC COAST—By Raymond E. Bjorkback

Suppliers Ready to Give Jobbers Bigger Heating Oil Market Share

Major suppliers' marketing executives in the East believe that the resellers' share of the heating oil business is going to keep on getting bigger for several years.

It will continue to grow, they think, to the point where suppliers' direct sales five or ten years from now will account for only about 15% or, at most, 20% of the business, nationally.

This opinion isn't held just by a vice president here and a sales manager there, with a man of opposite mind in between. There seems to be agreement all along the line.

The major company executives say the smaller, more flexible hometown business organization can get the average heating oil job done cheaper and better.

So, they add, it just makes economic sense for the supplier to have no more direct business than needed:

1. For balanced operation of transports out of bulk plants—household and commercial accounts which make full use of trucks and manpower.

2. To serve industrial accounts which are either larger than local distributors can handle, or are lube oil buyers as well as heating oil consumers.

That, basically, is the reasoning. While its application in practice varies from company to company, according to individual circumstances, suppliers appear to be active in some degree in encouraging the trend to a higher proportion of indirect operation.

"We want to compete only at wholesale, with primary suppliers," says the sales chief of one major.

Another company's planning includes thought about a single type of truck, whose primary job might be gasoline transport, but whose slack time on gasoline would be taken up with the direct-sale heating oil minimum toward which the company is moving for operating balance.

A third company is pleased with the results of a program it adopted ten years ago specifically to cut down its direct heating oil activity.

"We've lost an account now and then, but on the whole we feel the program has been very successful," is the judgment in this company.

It is interested in keeping its brand displayed in indirect operation, and lost some ground in that respect during the 1947-48 "shortage" period when there was considerable lending and borrowing of product.

Also, it has encountered the problem of product and brand succession at the retirement or death of jobbers.

But it is more firmly convinced than ever that its program is sound:

"The jobber has the local equation. He has local influence, including political. And he can not help the industry do its job better, but he can provide better long-range protection for the industry."

The major company officials point out "the jobber sets the price" of heating oil. Says one of them, whose company emphasizes cost-accounting strongly:

"We let the distributor set the price on the high, and follow him on down even if it means voiding our cost accounting."

Jobber flexibility of operation is high on the list of advantages the majors' executives see in indirect operation. Part of this flexibility lies in the jobber's ability to have general utility employes in many instances, while the majors' employes usually are one-purpose help.

Also high on the list is jobber efficiency in terms of cost of operation. The jobber's advantage in this respect is estimated to be as great as 20%.

Adding to majors' current cost-consciousness is the new emphasis on employe pensions. While the pension idea is new to many industries, it's an old story to many of the larger oil companies, and their pension indebtedness is big enough to be one more reason, for at least some, to guard against having more employes than absolutely needed.

In turn, the prospect that the reseller will handle both a greater proportion of the market and the extra volume from market growth suggests that reliable information on the behavior of heating oil stocks in secondary storage will become more and more important to refiners in planning their operating schedules.

Refiners now depend heavily on the rate of disappearance of product from their own storage in trying to measure consumption. Sometimes when the rate of disappearance is low, consumer consumption actually is high—with operators of secondary storage simply drawing their own stocks down while waiting for a lower refinery price. Sometimes, distributors are building up their stocks—at a time when consumers are using relatively little oil.

Accordingly, the Statistical Advisory Committee of the API has been discussing ways of keeping track of what's happening to secondary storage. One method considered would be to have API collect reports from integrated companies on direct sales of heating oil.

* * *

An interesting bit of oil history—how the Bureau of Mines crude oil demand forecasts came into being—was revealed in the January issue of the Bulletin of the American Assn. of Petroleum Geologists.

Central figures in the story were Joseph E. Pogue, Chase National Bank petroleum consultant and Gulf

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NEW EMPHASIS ON AN INDUSTRY BY-WORD

Universal Service Protects Your Refinery

Oil Corp. director, widely known for his financial studies of the industry, and the late J. Elmer Thomas, consulting geologist and petroleum economist who died last year.

The story was told in an obituary of Mr. Thomas—often called "Tommy"—written by Wallace E. Pratt, former vice president and director of Jersey Standard, and erstwhile special consultant to the oil staff of the National Security Resources Board.

Reciting that former Secretary of the Interior Ray Lyman Wilbur appointed Mr. Thomas the first chairman of the old Volunteer Committee on Petroleum Economics, Mr. Pratt wrote:

"Tommy sold to Secretary Wilbur in 1930 (the idea) which initiated the series of periodic forecasts of demand for petroleum published . . . by the Bureau of Mines. On the day preceding his interview with Secretary Wilbur, Tommy was in New York, where he called on his friends, Joe and Grace Pogue. Pogue, much concerned that crude oil production currently threatened to outstrip any possible demand, suggested to him that forecasts of probable crude oil demand by an authoritative source might be helpful to conservation authorities in the various oil-producing states. Tommy seized the idea. With Pogue's acquiescence he promptly selected the Federal Oil Conservation Board as the most likely vehicle for his purpose and departed for Secretary Wilbur's office in Washington. A few days later, Secretary Wilbur's appointment of the Volunteer Committee on Petroleum Economics was announced."

Mr. Breese

PACIFIC COAST—By Frank Breese

Demand Edge over Supply Has California Stocks under Control

After nearly a year of uneasiness over the supply and demand situation, California oil men are beginning to recover the old feeling of reassurance with the steadily improving balance.

Since early spring, weekly reports have shown that demand has overtaken supply, little by little. With summer traffic developing, it appears that the situation in which demand has a slight edge over supply can be stabilized during the coming months.

The unrest started last summer, when inventories began mounting at an alarming rate, and even stocks of gasoline began piling up. Crude production has been pared rather sharply and maintained consistently at the lower rate. This has been the major factor in averting the threatened imbalance. Another important factor, of course, has been the outlet for fuel oil which opened on the Atlantic Seaboard last autumn.

* * *

The sunny days of late spring brought out the first shorts to be displayed by girl attendants at southern California filling stations.

It was one of the self serves that introduced this mode of dress for attendants. Kent F. Moore, proprietor of the Thrifti-Serve Yourself in San Fernando Valley (Greater Los Angeles), outfitted a bevy of lovelies in green and white sun shorts, white blouses and red hair ribbons.

The self-serves previously attired girls in unique costumes to attract attention and have used such tricky props as roller skates. But this is the first time that "cheesecake" in such a refined form has been employed.

* * *

The lowest retail price for gasoline yet seen in the Los Angeles Basin—16.9c a gal. (including 6c federal and state taxes)—was posted at a self-serve two blocks from the one featuring the short-clad girls.

The nearby Serve Yourself Station listed regular at 16.9c and the "Guaranteed 91 Ethyl" at 19.9c per gal. As additional inducements, checks are cashed and television sets given away at drawings.

Previously, the lowest quotation in the Basin was 17.1c per gal at Bob Chadil's Gaz-bah self-serve in Long Beach.

* * *

Competition is so hot along that stretch of Victory Boulevard in Greater Los Angeles that the price of Shell regular has been driven down to 19.9c per gal at a conventional station caught in that cluster of self-serves. That's the lowest known quotation posted on a major brand.

While the gasoline war has quieted down, there has been one development. Many stations have stabilized their prices at 21.9c per gal for regular and 23.9c for premium instead of the 22.1 and 24.1c which predominated for a long time. That variation was prompted by an obvious psychological motive. A drop of 0.2c per gal. made the gasoline look a penny a gallon cheaper.

* * *

T. S. Petersen, president of Standard Oil of California, is becoming the bellwether in the West Coast majors' defiant stand against the federal government's offensive.

Mr. Petersen, as co-signatory with R. G. Follis, addressed a letter to stockholders and employes charging that the government is attempting "to smash your company, your industry and your historic freedom."

At the same time, he delivered a speech at Oakland charging that the government is warring against Big Business. Said Mr. Petersen, "Big Business is not only essential to America—it is the good right arm of America. The sheer bigness of American business cannot be called bad unless the sheer bigness of America can also be called bad. Big Business, playing the foremost role in providing for the nation's comfort, security and progress, is the main source of power of the American dream—the greatest force for good the world has known. And if that is true, it follows that the careless or deliberate destruction of America's power would be the cardinal error of our time."

Both statements bristled with fighting language that the oil industry has seldom used publicly. From the tone of Mr. Petersen's remarks, it looks as though fighting language will be the idiom of the industry as long as it's under government fire, anyway.

* * *

California Standard will use radioactive tracer materials to keep track of oil products flowing through a pipe line now being built from Salt Lake City, Utah, to Pasco, Wash. One of the first commercial applications of atomic energy in American industry, the radioactive material will be used to spot the dividing point, or "interface" between tenders of various products.

Each time the Salt Lake pump station starts pumping through a new product a small amount of tracer liquid is added to the line. Geiger counters at delivery points tell when a product has completed its arrival and when to change the stream to another tank.

Radioactive material used in the pipe line is said to have less radiation than that of a luminous watch dial. By the time the products appear in tankage, the tracer can be detected only with the most delicate instruments.

The Salt Lake City-Pasco pipe line, completed as far as Boise, Idaho, is built and operated by Salt Lake Pipe Line Co., a California Standard subsidiary.

The final section into Pasco is scheduled for completion in September.

Britain Honors George Legh-Jones with Knighthood

Another oil man has been knighted by King George of England, and it is now Sir George Legh-Jones, who is top managing director at London for all the world-wide Shell Oil interests. Conferring this honor on a British oil man permits an American to comment that we do it far differently over here, for instance right now consider recent antitrust suits filed against major oil companies and the reliable reports that there will be more such in a few weeks, so that it is possible every top oil man in this country will again be thus "honored."

Sir George is quite typical of nearly all top oil men both in his home country and here. He came up from a low rung of the business ladder, and that is true of his many top associates in the big Shell organization. He was one of the early British oil men to do service in this country, having been head of the early Shell activity on the Pacific Coast and later in his 12 years service he was president of all the Shell interests in the U. S. He was headquartered in San Francisco from 1922 to 1934, when he was transferred to London on the "big board" of Shell. When Sir Henri Deterding retired, Sir George was moved into his place.

He has returned to this country frequently, generally flying across, as he is great for quick action. However patience is certainly his when he casts a fly to a possible trout. That is his big week-end relaxation at some good water on his farm about 75 miles west of London, not to say but that it accounts for some of his other quiet disappearances from Great St. Helens Court.

During World War I he served in the British Army, mostly, he laughs, trying to keep on a motorcycle across the troubled and rough areas of France. In this last war a large part of the petroleum supplies for both British and American armies came under his management.

Another recent honor was his election to the directorate of the famous and vast Lloyds' Bank.

"May there always be an England" where they honor successful business men with the sword of knighthood, while here we do it with a subpoena duces tecum and a fine of $5,000 or a "consent decree," to keep one from being "successful" again.

Because of Sir George's 12 years work in this country, maybe lowly American oil executives can take some satisfaction from the honor bestowed on a former member of their hard hitting competitive circle.

NATIONAL PETROLEUM NEWS

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NLRB Rules Company Is Employer Of 'Commission-Dealer' Attendents

Decision Finds Shell Has Substantial, Responsible Direct Control Over Station Manager and Employes

NPN News Bureau

WASHINGTON — Attendants in service stations operated under Shell Oil Co.'s commission-dealer plan are employes of the company—not of the station operator—the National Labor Relations Board ruled June 19.

The NLRB ruling was based on what it called the "substantial and responsible direct control" maintained by Shell over the station manager and attendants.

The board's decision came in a case involving an attempt by Local 971 of the International Teamsters Union (AFL) to become the bargaining agent for attendants of a Shell station at Wood River, Ill. The company had admitted that the unit would be appropriate. It maintained, however, that the attendants were not Shell employes, but rather employes of the station manager. Shell described the latter as "an Independent contractor."

The NLRB ruling included an order for a bargaining election to be held not later than July 15.

In one city where the commission-dealer plan is in operation, NATIONAL PETROLEUM NEWS was told it is being used primarily to screen station operators, who take over the station on a conventional lessee basis after completing the testing period—usually one year.

The Shell plan has been subject to attack by spokesmen for service station dealers. Their argument is that it allows the supplier to control retail prices, while holding capital investment and risks to a minimum.

NLRB Describes Plan

Here is how National Labor Relations Board outlined the commission-dealer operation at Shell's Wood River service station:

1. The employer leases the station property and owns "a substantial amount" of the station equipment. Other equipment is bought by the station manager from Shell or other sources. Shell furnishes all utilities except telephone service.

2. The station manager pays no rent at the station and operates "under an employment agreement terminable by either party on 24 hours' notice."

3. The manager is compensated under a commission agreement providing that:

Title to all petroleum products shall remain with Shell until sold at prices fixed by Shell.

The manager buys from others and sells at the station such automobile accessories and other merchandise and performs such services for others "as Shell may approve."

The manager shall give full time to station operation. He shall comply with Shell's instructions and keep such records and make such reports as Shell may require.

4. The plan also requires that the station manager shall employ and pay all wages and salaries of assistants "as Shell many require or approve." He shall discharge any assistant at Shell's request, and shall furnish Shell with satisfactory surety bonds covering the manager and his assistants. The manager also deducts and forwards to Shell social security and withholding taxes, and completes other monthly reports as required by Shell on its own forms.

NLRB further stated that both the manager and attendants "feel obligated" to follow the "suggestions" of Shell sales representatives on station housekeeping and sales promotion. The board added that a company sales representative has the authority to insist upon the discharge of attendants whose appearance he does not approve.

NLRB also noted that wages, hours and the duration and conditions of employment, although set by the board, are subject to Shell's approval.

Texaco Reopens Port Arthur Refinery Without Violence; Strike Continues

The Texas Co. opened its strike-bound 190,000 b/d refinery at Port Arthur, Tex., June 20 according to plans. An estimate of the number of striking employes who returned to work was not available at NPN press time.

An official of the Oil Workers International Union (CIO) Local 23 in Port Arthur said the union is maintaining its picket lines.

When the refinery gates were thrown open at 7 a.m. a crowd, estimated at 2,500 by Port Arthur Chief of Police G. B. Douglas, milled around but no violence was reported. Chief Douglas added that the crowd was very orderly and had dispersed half an hour after the plant opened.

Texaco, through newspaper advertising and radio announcements on June 19, had reiterated its intention of opening the refinery. Striking workers were told that their "jobs are waiting for them." NPN was informed, however, that the OWIU voted to continue the strike on June 17.

The Texas Co.'s 60,000 b/d refinery at Lockport, Ill., is now operating with 65% of the men back at work and at 85% of capacity.

In Lawrenceville, Ill., Texaco is operating its 40,000 b/d refinery at 70% of normal capacity despite strike of OWIU which has been in effect since May 2. H. S. McCray, superintendent, says. A large number of OWIU members are among the 50% of the normal working force back on the job, he declares.

Union Loses in Court

The Circuit Court, meanwhile, has denied motion of the union to dissolve temporary injunction against union local for improper picketing at the Lawrenceville plant. Judge Charles T. Randolph also overruled the union's motion to strike and dismiss company's complaint, filed May 17, asking that local be restrained from "improper picketing and coercive conduct in connection with the strike."

Specifically, Mr. McCray told NPN, the union is enjoined from interfering with traffic assembling and congregating at or near entrances or exits of the plant and interfering

with persons entering or leaving the plant.

More trouble occurred at Texaco's 12,000 b/d refinery at Casper, Wyo., when employees walked off their jobs June 14 for the third time this year. Plant will be kept operating, A. E. Higgs, superintendent, says. Employes are members of OWIU Local 230.

Union brought about latest work stoppage, Mr. Higgs says, because it "claims the truce presently enjoyed at Casper is futile and useless" in view of conditions at Texaco plants in Illinois and Texas.

Casper workers left their jobs the first time on April 6 and went back on April 20, but the strike was resumed the following day. In negotiations that followed, management said the plant could not be operated on an off-again-on-again basis. The workers then agreed to return to work May 18 when partial operations were resumed, with full operations being planned later.

An independent union, the Eagle Point Employes Assn., has been certified by National Labor Relations Board as collective bargaining representative of employes of the Eagle Point refinery of the Texas Co.

Action followed an election on May 26 in which 192 votes went to Eagle Point Employes Assn., 60 to International Union of Operating Engineers (AFL), 83 to OWIU and one for no union.

Tanker Owners, Union Sign

Any threat of labor difficulties between 35 tanker companies and the National Maritime Union (CIO) ended with the signing of a new contract on June 16. This replaces previous agreement which expired at midnight June 15.

At the same time, an industry-wide pension and welfare pool was agreed upon by union and East Coast contract operators, including tanker, dry cargo, collier, and passenger ships, according to the union.

Main provisions of the new three-year tanker contract, which has an annual wage review clause, include a pension and welfare fund to which companies will contribute 25c per day per employe on company pay roll; maintenance of manning scale; hiring hall clause similar to the one agreed to by dry cargo ship owners which provides for companies to use union employment officer for all seagoing unlicensed personnel, with union accepting full responsibility for maintaining and administering it within terms of the law; clarification of duties and hours of certain employes; installation of automatic washing machines on board ship; and paid transportation back to port of engagement for employes in coastwise or nearby foreign service after six months' continuous employment, and for employes in foreign service after one trip.

Says OWIU Can't File Complaints

A decision by a national Labor Relations Board trial examiner will make it necessary for NLRB to rule on whether OWIU is entitled to initiate complaints before the board.

In a recent ruling, Examiner H. J. Kent concluded that Ohio Oil Co. was guilty of unfair labor practices as charged by OWIU but dismissed the case on the basis of a court ruling last month to the effect that unions affiliated with CIO may not initiate complaints unless all CIO officers have complied with the Taft-Hartley provision requiring oaths disavowing Communist ties. So far all CIO officers have not done so.

OWIU Local Fined in West

Local 561 of the OWIU last week was fined together with 31 members who participated in 1948 strike against major California oil companies.

Superior Judge Benjamin C. Jones of Lake County, California, ruled they were guilty of violating an injunction limiting number of pickets and temporary restraining order against violence at California Standard plant in Richmond. Local was fined maximum $500; 11 of 31 men were fined $25 each and other 20 $10 each. No jail terms were imposed.

OWIU, named in suit along with its local, was found innocent, the judge praising the international for what he termed its "attempt to prevent violence" in the strike.

Bulk Plants Signed with OWIU

Texaco and Local 539 of OWIU have signed a one-year contract covering all employes of the company at Long Island City, Brooklyn, Glenwood Landing, Ossining, and New Rochelle, N. Y., bulk plants, and the company's Long Island City repair shop, except agents, assistant agents, and repair shop foremen, company says.

Contract includes increased benefits in life insurance, hospitalization, and pension plans, which company is putting into effect July 1, 1950, for all employes participating in the plans but not represented by union, or if represented by union, after agreements are reached with bargaining agencies. Company will pay entire cost of additional benefits.

Quaker State Plant Opened

The St. Mary's refinery of Quaker State Oil Refining Co. resumed full operations June 19 when all employes returned to work.

Back-to-work movement started at the plant May 29. Vice President Guy B. Hunter says a few concessions were made by the company at a meeting with representatives of OWIU at St. Mary's last week, following which company sent a letter to all employes telling them they were expected to report for work June 19. Negotiations seeking agreement on a new contract will continue.

The Oil City refinery is the only one of three Quaker State plants struck by OWIU on March 10 which remains strikebound.

Other NLRB Actions

In four actions the NLRB:

1. Dismissed petition of OWIU to represent maintenance employes of a gasoline plant operated by Lion Oil Co. at Shuler oil field near El Dorado, Ark.

2. Certified OWIU Local 326 as representative of cafeteria employes of Union Oil Co. of California, Oleum, after workers voted in favor of union.

3. Made known refusal of regional director to designate Truck Driver and Helpers Local 355 affiliated with International Teamsters (AFL) as agent for operating employes of Socony-Vacuum Oil Co., Inc., Baltimore. Employes vote was tied for and against the union.

4. Named International Teamsters (AFL) Local 486 as representative of drivers and warehousemen employed by Pure Oil Co., marketing division, Bay City, Mich.

Sinclair Plans to Spend $10 Million on Stations

NPN News Bureau

NEW YORK—Over $10 million has been appropriated by Sinclair Refining Co. to continue its service station expansion and modernization program throughout its marketing territory during 1950.

Ernest L. Hughes, vice president in charge of marketing, has stated that the "program is in line with the company's announced policy of concentrating its operations in low-cost marketing areas contiguous to the company's refineries, products pipe line systems and water terminals."

'Radioactive' Lube Check Described by AEC Chief

NPN News Bureau

AUGUSTA, Me.—Motor oil can be tested for oiliness by the use of radioactive particles produced in the atomic energy process, Sumner Pike, acting chairman of Atomic Energy Commission stated June 16.

Addressing Maine Independent Oil Marketers Assn., Mr. Pike said California Standard has used such particles as tracers of metal worn off piston rings in operation of internal combustion engines. This is a way of measuring the protective quality of lubricating oil, he said.

Mr. Pike also asserted that "you can write off permanently" atomic-power automobiles. He said prohibitively heavy shielding against atomic rays would be required. (For commercial application of radioactive material in tracing oil products movement through pipe lines by California Standard see p. 13.)

Truman's Veto Says Pricing Bill Would Curb FTC, Antitrust Laws

NPN News Bureau

WASHINGTON — Yielding to the arguments of a group of labor unions, co-operatives and certain trade associations, President Truman vetoed the long-debated O'Mahoney Pricing Practices Bill (S. 1008) on June 16.

So-called Basing Point Bill, Mr. Truman said in his report to the Senate, would have reduced "the protection afforded the public by the antitrust laws" and might have thrown serious handicaps in the path of the Federal Trade Commission and lessen the effectiveness of the Robinson-Patman Act, which gives resellers protection against price discrimination.

The bill would have authorized "good faith" price discriminations and "good faith" delivered pricing practices. Its opponents contended the bill would have overturned the Circuit Court ruling in the FTC-Indiana Standard-Detroit case, which is now on appeal to the U. S. Supreme Court.

Hailing Mr. Truman's action, the bill's opponents predicted that Congress would not override the veto in view of the fact that it did not gain a two-thirds majority—necessary for overriding—when passed by the House and Senate.

Other Developments

Elsewhere on the government-industry front:

1. Joint Congressional Economic (O'Mahoney) Committee recommended the establishment of "boundaries of fair play" for "pricing and competitive activities of private enterprises and groups."

2. Another committee headed by Senator O'Mahoney (D., Wyo.), Senate Interior Committee, probably will begin hearings shortly on bills calling for investigations aimed at recommending a national fuels policy. Mr. O'Mahoney has agreed to hear Senator Myers (D., Pa.) on the latter's resolution (S. Res. 239) which would authorize the Interior group to make a $100,000 fuels policy study. Also pending is an administration bill (S. 3215) for creation of a special commission to study the problems of the coal industry.

3. Chairman Fulbright of a Senate Banking Subcommittee investigating loan policies of the Reconstruction Finance Corp. held that a $18,500,000 loan to Carthage Hydrocol, Inc., was in the "public interest" but expressed disapproval of the company's "peculiar" financial organization.

4. Republican senators predicted that the Senate will reject the nomination of Martin A. Hutchinson, Richmond, Va., attorney, for membership on the Federal Trade Commission. Mr. Truman's nominee already has been voted upon unfavorably by the Senate Commerce Committee, but his nomination, nevertheless, will go to the Senate floor, unless withdrawn by the President. Senators Byrd and Robertson, both Virginia Democrats, lead committee opposition against Mr. Hutchinson's appointment.

5. Assistant Commerce Secretary Blaisdell, in a talk at Chester, Pa., called for a government-business partnership and warned that government officials working on long-time development programs "must remain humble and realize that in a free economy there are powerful forces at work which no amount of government decisions can dominate."

6. An editorial in the publication of the Illinois Petroleum Marketers Assn. urged jobbers to take their problems to "the conference tables of the major oil companies, not to Washington." The statement was in answer to an assertion in the Wisconsin Petroleum Assn. publication that Federal regulation for the oil industry may be necessary if certain suppliers continue to by-pass the jobber in selling to large commercial and industrial accounts.

Truman Explains Veto

In his veto message, Mr. Truman declared that enactment of the O'Mahoney Bill might harm, rather than help, free competition. He stated that passage would have meant a delay of "many years" while the courts clarified the meaning of its provisions.

"Furthermore," he stated, "S. 1008 might jeopardize the (Federal Trade) Commission's ability to stop unfair discriminations. At the present time a principal test of unjustified price discrimination under the Clayton Act is whether the effect 'may be' substantially to lessen competition.

"In a number of cases the courts have upheld the legislative intent of the original Clayton Act to make this test cover discriminations which have not yet reached the stage of actually suppressing competition but could reasonably be expected to do so.

"S. 1008, however, provides that certain price discriminations are illegal if the effect on competition 'would be' such that competition 'will be' substantially reduced. In interpreting this new language the courts may feel compelled to require proof that damage to competition is already occurring, or will certainly follow, before discriminations can be stopped."

Among the groups supporting a veto of the measure was the National Congress of Petroleum Retailers, while a large group of oil jobber associations took the position that it should become law. The jobber groups were concerned over the possibility that the Detroit case decision, if it should stand, would "deal a death blow to those jobbers who also sell to retailers in the same area."

In calling for "fair play" business boundaries, the eight Democrats on the Joint Committee said this should be done "so that destructively low prices are avoided on the one hand, and, on the other hand, large agglomerations of economic power are prevented from dictating prices to consumers and other groups and from raising prices so high as to constrict capital investment and lower the general level of economic activity."

The six Republicans on the committee, however, declined to sign the annual report and issued, instead, their own minority view to the effect that there was "no need at the moment for further selective controls," such as allocation and price regulations. If such a need should arise, they said, the problem could be handled by Congress "with the greatest protection of liberty."

The minority group—headed by Senator Taft (R., Ohio)—stated that government should "be constantly on the alert to prevent monopoly and the collusive fixing of prices." They said they would be prepared to support additional antitrust measures if a careful study shows them to be necessary.

Questions Finances

In his criticism of Carthage Hydrocol's financial structure, Mr. Fulbright suggested that making the bulk of investments in the form of promissory notes rather than in stock holdings might be a "device" by which stockholders could "realize profits without paying dividends."

A subcommittee staff report showed that of the $40,667,750 in the hands of Carthage, $167,750 was in the form of stock, $19,500,000 in promissory notes—held by the stockholders, $2,500,000 advanced by Stanolind Oil & Gas Co., and the balance borrowed from RFC. Largest of eight note-holders in Carthage is The Texas Co. at $7,312,500. The ninth stockholder is Hydrocarbon Research, Inc., holder of the synthetic process, which holds no promissory notes.

Carthage is expected to start operations July 1 at Brownsville, Tex., for the first commercial application of the Hydrocol process. The plant

will process 90 million cu. ft. of natural gas daily with yields estimated at 6,000 b/d of gasoline, 900 b/d of gas oil, 200 b/d of fuel oil and 300,000 lbs. of chemicals.

In addition to Texaco and Hydrocarbon, the other participants are: Forest Oil Corp., Niagara Shore Corp., United Gas Corp., La Gloria Corp., Gulf States Oil Co., Stone & Webster, Inc., and Chicago Corp.

NPC Names Committee To Study Synthetic Fuels

WASHINGTON—A study of government estimates of the cost of producing synthetic fuels has been assigned to a 12-member committee of National Petroleum Council. W. S. S. Rodgers, The Texas Co. board chairman, is committee chairman.

Named at the request of Interior Secretary Chapman, the committee has the task of finding flaws, if any, in government estimates. It will also seek to develop independent industry cost estimates and make recommendations as to ways in which cost figures published by the Bureau of Mines might be improved.

Other committee members include: K. S. Adams, Phillips; Hines H. Baker, Humble; Max W. Ball, oil and gas consultant; Bruce K. Brown, Military Petroleum Advisory Board; Robert L. Foree, Texas Independent Producers and Royalty Owners Assn.; John M. Lovejoy, Seaboard; R. S. Shannon, Pioneer; Reese H. Taylor, Union; J. Ed Warren, Independent Petroleum Assn. of America; L. S. Wescoat, Pure; and Robert E. Wilson, Indiana Standard.

Next NPC meeting is July 25.

More Fuel Oil Storage Seen 'Must' To Meet Seasonal Demand Peaks

Majewski Speech Gives 'On-the-Spot' Reply To Coal Industry Criticism of Oil Imports

CLEVELAND—The oil industry "must build substantial additional storage capacity for fuel oils" in order to meet "peak seasonal requirements," B. L. Majewski, Deep Rock vice president, warned June 13.

Addressing the fuels forum of National Assn. of Purchasing Agents, Mr. Majewski asserted that the problems of storing fuel oil "during the entire year to meet a demand load that falls primarily in a three-month period," presents a "tremendous challenge to the oil industry. . . ."

Mr. Majewski led off his speech with a prompt refutation of charges made at the meeting that the current crisis in the coal industry is a result of dumping of foreign oil on domestic markets. He summarized facts showing that coal's decline is partly due to a shift in customer preference to other fuels by saying:

"It seems likely that the problems which the coal industry is experiencing stem from a changing pattern of the over-all energy market as served by coal, oil and natural gas."

However, he noted that "crude oil and petroleum products should only be imported to supplement, not supplant domestic supply."

Mr. Majewski made the following points in discussing the threat of natural gas to fuel oil markets and the fuel oil supply-demand outlook:

Need for oil storage—"There are two major responsibilities that must be assumed by the consumer and by the oil industry.

"First, the consumer who is depending upon oil as a standby fuel should provide adequate storage to help carry the off-season accumulation of fuel oil that may be necessary to meet his requirements, or accept the responsibility of possible temporary disabilities of supply.

"Secondly, the oil industry must build substantial additional storage capacity for fuel oils and accumulate them all during the off-season to meet peak seasonal requirements. . . .

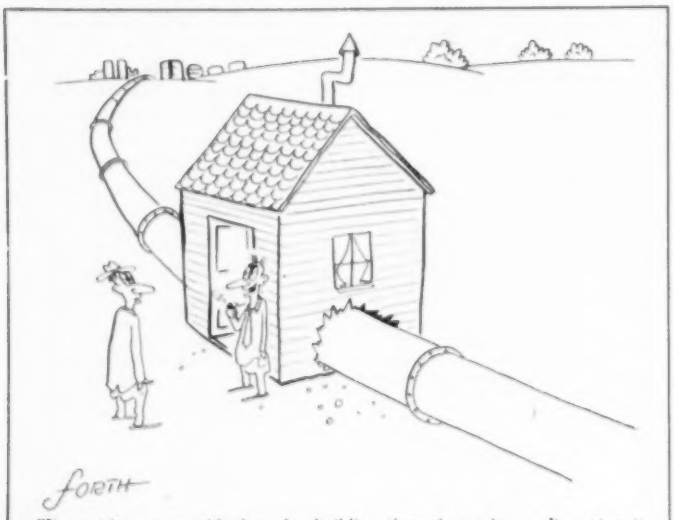
Natural gas growth—"There are tremendous proven reserves of natural gas, with additional promising areas that will be developed as the market grows. Present transmission lines will be operated at capacity, and new ones will be built. There appears to be plenty of capital available to build the transport pipe lines necessary to bring natural gas to the market on an economical transportation basis.

"Natural gas production in this country will continue to expand rapidly for several years. It will soon be supplying a higher percentage of the total energy requirements of the country than it has in the recent past. It will make itself felt particularly in the home heating market and in the industrial market for off-peak load utilization. Under circumstances favorable for its development and for its transmission to consumers, use of gas can be expected to grow. It will thus offer sharper competition for both coal and oil.

Products demand—According to estimates, "it is anticipated that space heaters in use will increase approximately 12-16%. Centralized oil burner installation will increase by 16-22%, while Diesel engine utilization should achieve an expansion of approximately 23% during the year . . . it is my expectation that total requirements for kerosines and middle distillates will be increased by approximately 18%.

"The increased demand and the present level of stocks will require that the oil industry add to inventories at a rate of more than 100,000 bbls. per day over the rate of accumulation of last year if it is to be prepared to meet requirements."

Replying to coal industry criticism



"I'm getting even with them for building through my home—I'm using it for sewage disposal!"

of oil imports, Mr. Majewski made these points among others:

1. "In 1949, the year in which coal experienced its severe loss of business, the increase in imports of residual fuel over the year before was equivalent in heating value to about 5 million tons of coal, or slightly over 1% of the production of coal for that year.

2. "Coal production dropped 27% in 1949, a decrease which "coincided with drastically reduced activities in the mines due to strikes and to a three-day work week over a considerable period. In 1949 an estimated 28 million fewer man-days were worked in the bituminous coal mines than in the year before. . . .

3. "While coal has lost some business to oil, a very small fraction has been due to oil imports. For example, petroleum in the form of gasoline for automobiles and planes, fuel for jet planes, Diesel fuel for busses and tractors, lubricating oil and many other products, does not compete with coal at all. . . .

4. "The fact that only about 430 steam locomotives have been built since the war, while more than 8,000 Diesel units have been built is due to the efficiency of Diesel propulsion as compared with steam propulsion and to the operating economies which Diesels permit. . . .

5. "The reason public utilities turned to oil for a larger part of their fuel requirements in 1949 "was due, beyond any doubt, to their inability to get coal because of strikes, or to their anxiety that they would be jeopardizing service to their customers if they could not have an assured fuel supply. . . .

6. "Coal lost 18 million tons of export outlet in 1949, reflecting rehabilitation abroad and expanding output of foreign mines."

Refiners' Crude Runs Decline 164,000 b/d: Distillate Stocks Show Heaviest Rise This Year

Crude runs at refineries declined for the first time in two months during the week ended June 10, API's report on refineries operations shows.

Gas oil and distillate fuel stocks increased more during the week ended June 10 than in any previous week this year. Summary follows:

Refinery Operations Summary

(U. S. Totals—B. of M. Basis)

Production	Week Ended June 10	Week Ended June 3	Increase or Decrease
Crude runs—			
daily avg.	5,524	5,688	—164
Foreign crude incl.	439	394	+ 45
Percent operated	84.0	86.4	— 2.4
Gasoline	19,029	19,055	— 26
Kerosine	1,916	2,221	—305
Gas oil & dist. fuel	6,961	7,187	—226
Residual fuel oil	7,307	7,517	—210
Stocks			
Finished & unfinished gasoline	119,249	121,087	—1,838
Kerosine	18,499	17,369	+1,130
Gas oil & dist. fuel	45,230	42,449	+2,781
Residual fuel oil	39,192	38,991	+201

(Detailed statistics in this issue on p. 52-53)

The days' supply of principal petroleum products in week ended June 10 were all lagging behind comparative week in 1949. Figures are listed below:

Days' Supply

Products	Week Ended 6-9-49	Week Ended 6-10-50
Finished & unfinished gasoline	42	41
Kerosine	122	83
Gas oil & distillate fuel	63	55
Residual fuel oil	54	39

These are NPN calculations.

For 1950 week shown in table U. S. total stocks figures (API) were translated into terms of days' supply on basis of Bureau of Mines demand forecast for second quarter of 1950 as revised at beginning of June.

For 1949 week shown, year ago API stocks figures have been divided by b/d average of actual demand reported by Bureau of Mines for April, May and June 1949.

Export demand has been included in both sets of figures.

Gasoline consumption increased in 11 states out of the 15 reported for April, compilation by API shows. Total gallonage in the 15 states increased 3.8%. Figures follow:

(Figures in gallons, 000 omitted)

	1950	1949	% Change
Arizona	19,139	18,114	+ 5.7
Connecticut	40,001	38,207	+ 4.7
Idaho	18,034	16,089	+12.1
Illinois	184,767	185,757	— 0.5
Iowa	88,941	88,170	+ 0.9
Louisiana	47,335	42,556	+11.2
Nebraska	39,453	37,082	+ 6.4
New York	205,829	198,111	+ 3.9
North Dakota	16,881	29,049	—42.6
Ohio	186,272	169,866	+ 9.7
South Carolina	39,352	34,776	+13.2
Texas	223,759	212,999	+ 5.1
Vermont	6,930	6,983	— 0.8
Washington	55,911	51,325	+ 8.9
Wyoming	9,184	9,437	— 2.9
Total	1,181,568	1,138,525	3.8

The Census Bureau is publishing for the first time, through arrangements with Armed Services Petroleum Purchasing Agency, monthly summaries of crude and products shipped from the U. S. for use of armed forces abroad.

Included in these statistics are relatively small quantities, primarily crude oil and kerosine which are later turned over to civilian population of occupied countries under the Defense Department's Civilian Supply Program.

Initial report, which shows exports for first three months of this year, follows:

Department of Defense Shipments Of Petroleum Products from U. S.

(thousands of bbls.)

	Jan. 1950	Feb. 1950	Mar. 1950
Residual fuel oil	392	196	156
Diesel fuel oil	147	208	56
Motor gasoline	152	519	113
Aviation gasoline	226	63	462
Kerosine	41		
Lubricating oil	30		30
Crude oil	309	424	841
Totals	1,317	1,408	1,658

Two refiners made announcements this week which will effect the future supply picture.

Socony-Vacuum Oil Co., inventor of Thermofor catalytic cracking process, has completed design features of a prefabricated TCC unit to assist small and moderate size refiners to produce high octane gasoline competitively.

Company said the new "package" units incorporate all the latest developments in the TCC process. Two sizes are available, 3,000 b/d and 6,000 b/d.

Southwestern Engineering Co. of Los Angeles has worked out prefabrication details for both sizes of "package" TCC units and will install them, Socony said. Southeastern also offers prefabricated feed preparation, fractionation and stabilization units in proper sizes to go with the prefabricated TCC units.

It is estimated that complete prefabricated plants of this type can be installed within 180 to 240 days after the letting of a contract.

New Platforming Unit

Bell Oil & Gas Co. is adding a Platforming unit at its 6,000 b/d refinery in Grandfield, Okla.

Universal Oil Products Co. is designing and engineering the unit which will have a nominal charging capacity of 1,500 b/d of mixed straight-run and cracked gasolines. Construction will begin immediately under UOP supervision with completion scheduled during fall of this year.

Texas Allowables Boosted

In Texas, crude oil allowables for July have been boosted 66,706 b/d by the Railroad Commission. New quota is 2,445,935 b/d plus 306,610 b/d of natural gasoline and distillates.

Meanwhile observers were proclaiming that a new wildcat well indicates what may be one of year's major field discoveries in Midland County, West Texas, 11 miles southwest of Midland. Magnolia Petroleum Co. has started setting casing for completion test at the deep wildcat well which flowed 124 bbls. of 53.9 gravity oil into tanks in one hour through ⅝ by 1" chokes.

Antifreeze Supply Boost

Ethylene glycol for antifreeze will be one of the major products of the new petrochemical plant Mathieson Hydrocarbons Chemicals Corp. plans to build at Brandenburg, Ky., according to prospectus filed with Securities Exchange Commission in connection with a stock offering.

Proposed "end products" will fall into two general classes:

1. Organic chemical products, including ethylene glycol, ethylene oxide, polyglycols and ethylene dichloride.

2. Petroleum products, including commercial propane, commercial butane, and natural gasoline.

Checking in at the registration desk are three of the directors of Pennsylvania Grade Crude Oil Assn., left to right: Charles L. Suhr, Pennzoil Co., Oil City, Pa.; D. E. Hoffman, Tide Water Associated Oil Co., New York; and R. G. Sonneborn, L. Sonneborn Sons, Inc., New York

Motorist Buys Premium Oil for Protection Of Car, Fenske Tells Penn Grade Meeting

By NPN Staff Writer

PITTSBURGH—When the average motorist buys a premium oil he believes he is buying protection above all other factors, said Dr. Merrell R. Fenske, Petroleum Refining Laboratory, School of Chemistry and Physics, Pennsylvania State College, by way of preface to a talk before the Pennsylvania Grade Crude Oil Assn. in Pittsburgh, June 15.

The motorist wants protection against mal-functioning of his car, said Dr. Fenske, against excessive repair and overhaul costs, and against the premature demise of his engine. He pointed out that the 20% extra cost of premium oil is an insignificant part of the car owner's annual operating expenses. Premium quality oil is extra insurance to the motorist that he can get going when he wants to, without frustration or embarrassment, and that his car in which he has invested so much, will serve him faithfully over many years, Dr. Fenske said.

"There is one simple, old-fashioned, highly effective, and low cost way to give the average motorist the protection and insurance he expects," went on Dr. Fenske, "and that is to educate him to change his oil regularly."

In the more technical phase of his discussion, Dr. Fenske said that those in the refining and blending business must resign themselves to a more complex technology and to acquiring and applying more technical skill in making oils and in servicing their customers.

Touching on viscosity index, he said that an increase in v.i. is generally considered to mean that an oil thins out less with heat and thickens less with cold. In general the use of additives for v.i. improvement becomes more economical the higher the v.i. of the oil to start with, he said. "This is important in Pennsylvania oils, because they are the highest viscosity index materials produced from crude oil," he said. "If a v.i. race should start, refiners and blenders of Pennsylvania oils are in a favorable position," he added.

The trend toward lighter viscosity lubricating oils, improvements in viscosity-temperature properties are possible through judicious blending of special light neutrals and bright stocks made from Pennsylvania crude, said Dr. Fenske. For example, he said, Pennsylvania 5W oils containing from 20% to 40% bright stock can be made with viscosity indexes of 130, and flash points of 350 to 400 deg. F. By adding v.i. improvers, the v.i. level can be pushed into the 150 bracket, he said, to meet the requirements of some automatic transmission oils.

Dr. Fenske described solvent dewaxing and dearomatization of Pennsylvania light neturals to produce oils of -50 deg. F. pour point and 95 v.i. without the use of pour point depressants of v.i. improvers; he discussed the importance of incorporating as much bright stock as possible in the blending process to obtain good detergency and anti-oxidation quality, as well as low volatility; and suggested the possibility that still further increases in power output of engines in relation to size and weight may lead to the use of "anti-wear" additives similar to anti-weld and anti-seize compounds in some types of gear oils.

Penn Grade Secondary Recovery

A report was made by H. G. Botset, professor petroleum engineering, University of Pittsburg, and technical advisor to the Penn Grade association, on the status of secondary recovery research.

Extension of conservation practices in the Pennsylvania crude production area was advocated by Dr. James Boyd, director, U. S. Bureau of Mines. One reason Pennsylvania crude is important to national security, he said, is that it contains about nine gallons of lube stock per barrel, compared with a national average of less than one gallon. He pointed out, too, that it can be refined by simple

Awaiting the call to order at the Pennsylvania Grade Crude Oil Assn. convention at Pittsburgh, June 15, left to right: J. P. Jones, director of production, Penn Grade Assn.; J. B. Fisher, president, Kendall Refining Co., Bradford, Pa.; G. Harold Osborne, general sales manager, Kendall Refining Co. Mr. Fisher and Mr. Osborne are directors of the association

processes if present refineries should be destroyed in time of war.

One practical result of secondary recovery studies made by the two Pennsylvania offices of the Bureau of Mines, said Dr. Boyd, has been a shift from intermittent pumping to intermittent flowing, following gas injection. The change, he said, has resulted in an estimated 45% increase in ultimate recovery of oil on one lease on which all 81 wells are flowing.

In a marketing session, Andrew Heiskell, publisher of *Life*, listed the many favorable factors with which the nation enters the coming decade. He mentioned the unexpected increase in population; the even larger increase in the number of families; the relation of private debts to liquid assets, which stand at about one-half the ratio prevailing ten years ago; increase in worker productivity and earning power with consequent increased consumer demands; and a $200 billion increase in personal savings since 1940, "without parallel in our history."

An additional and unusual feature of the early fifties, said Mr. Heiskell, will be the maturity of 21 billion dollars worth of E bonds, which will come due within a four-year period beginning in 1952.

The economic factors add up to a decade of opportunity said Mr. Heiskell. On the human side, he said, new ways must be found to help workers get the feel of participation in industry; and there must be more answers to the question of how to get the customer to spend.

"If people could be persuaded to spend money as rapidly as they did just ten years ago, we would blow the lid off our economy," Mr. Heiskell said. We are better at producing goods, than at creating demand, he asserted, even though we are said to be a nation of salesmen.

Top company executives spend too little time selling, he went on, and are too quick to chop away the sales force, and advertising and promotion expenditures, "every time a slight twitch in the economy occurs." He questioned if business really understands what is required in the way of salesmanship in an economy as large as ours. There may be some connection, he said, between the reduced rate of spending by individuals in the last 20 years, and the fact that advertising outlays in relation to the national economy are but 50% of what they were in the twenties.

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House Committee Seen Ready to Ask Voluntary Cutbacks of Foreign Oil

WASHINGTON—Two congressional committees this week were closing out their investigations of oil imports while the National Petroleum Council's Committee on Imports pushed ahead with plans for drafting a report for presentation at NPC's forthcoming quarterly meeting here on July 25.

The two congressional groups are the House Small Business Oil (Keogh) Subcommittee and the Senate Labor Subcommittee headed by Senator Neely (D., W. Va.). The former has approved a report which is under consideration by the full Committee, while the Neely group has ended its hearings and is writing its recommendations.

Although the Keogh Subcommittee report had not been made public at NPN press time, one member of the full committee said it opposes any immediate legislative action to cut back imports. However, report is said to suggest that possibly the large importers can take voluntary action to limit the quantity of imports.

In the event that imports get out of bounds in the future, Keogh group reportedly feels that a thorough reexamination of the whole imports situation should be made prior to taking any future legislation action.

Senator Neely ended his subcommittee's hearings with testimony from M. J. Rathbone, Jersey Standard director, and Gov. Roy Turner of Oklahoma. The former defended shipments of foreign oil to the U. S., while the Oklahoma chief executive asserted that impact of imports on Oklahoma producers has been "most serious."

Denies Imports Dumping

Mr. Rathbone denied that imports are "flooding" domestic markets, asserting that Jersey is striving to keep imports at a "minimum" in so far as its worldwide operations permit. He declared that the volume of imports during the first quarter of 1950 resulted from an "unusual situation" which probably won't occur again.

Due to a short coal supply, the Jersey director said many consumers turned from coal to oil during this period.

As for charges that foreign oil is being "dumped" on the U. S. markets, Mr. Rathbone stated that imported residual oil is sold to domestic consumers at "precisely the same price as the equivalent product from domestic refineries."

Under subcommittee questioning as to what would be the effect on the domestic industry if all imports were halted, Mr. Rathbone replied that U. S. production would have to be stepped up to meet crude requirements, but there would be a shortage of residual to meet domestic demand.

At this point, Chairman Neely broke in to say that the domestic consumers "would go back to coal, and that's exactly what we want them to do down in West Virginia."

Mr. Rathbone later disagreed with Mr. Neely's contention that imports were largely responsible for the approximate $400 million loss in production suffered by Texas oil producers in 1949. The Jersey official declared that part of the Texas loss resulted from cutbacks in 1949 which were caused by "overproduction" in 1948.

NPC Imports Report

The NPC Committee on Imports, headed by API President Frank Porter, met behind closed doors June 19 in Washington to discuss the imports situation and to approve appointment of a subcommittee, headed by Ashland's J. Howard Marshall, to draft a report for the July 25 Council meeting.

At the June 19 committee meeting it was said that independent producers suggested that perhaps importers could agree voluntarily to reduce shipments to the U. S. to around 550,000 b/d.

The committee agreed to accept figures drawn up by its statistical subcommittee which will be used by the drafting subcommittee in writing its proposed report. Expressions were also made at the meeting that the position of domestic producers is improving because of increasing domestic demand and a corresponding hike in domestic production.

New Jersey Semi-Service Now Under Construction

NPN News Bureau

NEW YORK—Construction is getting underway on the 16-pump private brand service station being built in Linden, N. J., by several New Jersey gasoline dealers to meet competition of the multi-pump, low-price stations (see NPN May 31, p. 14). Pumps have been delivered, and fill dirt put in.

Officers of the company, Automotive Products Credit Assn., a finance company organized several years ago, are: John Dressler, executive secretary of New Jersey Gasoline Retailers Assn., president; Harry Doyle, Doyle's Sunoco Station, Springfield, and George Rauh, Rauh Atlantic Station, Camden, vice presidents; and Elmer Rowe, Rowe Brothers, Phillipsburg, secretary-treasurer.

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Editorially Speaking

Ferguson Sponsored Senate Inquiry Into Oil Prices Could Aid Independent If All the Facts Are Studied

IF Senator Ferguson of Michigan puts on a straightforward, wholly honest and unbiased investigation of all petroleum tank wagon and retail prices, he will not find what he is looking for—a great and baneful conspiracy—but he will find a lot of below-market-selling, a lot of cutting past distributors and jobbers and dealers, a lot of secret prices and concessions that weaken materially the competitive strength of the Independents. The discovery of all this will stand to make the Ferguson sponsored investigation about the first one in history to be of any real value whatsoever to the Independent marketing units.

Senator Ferguson will undoubtedly not be the chief investigator, as he is a Republican, but as the creator of the idea and the author of the resolution in the Judiciary Committee authorizing the investigation, he will unquestionably have a great deal to say about its procedure. Also he is the man who, even though a Republican, is getting a $50,000 appropriation for a Democratic committee to investigate an industry allegedly cursed by the crime of "bigness" which is right down the Fair Deal alley. His Democratic associates undoubtedly will be quite considerate of Ferguson's ideas as to what questions to ask and whom to call as witnesses.

This investigation is aimed at the idea that all petroleum prices at wholesale and retail are set by the majors and that what prices the majors post are met and maintained uniformly by all competitors. The senator says that he cannot conceive such uniformity except there be a gigantic conspiracy, so he is even hopefully "suspicious" of finding such a nation-wide law violation.

Hope They Will Stick to Objectives

Well, if he and his senatorial associates do not find that, but instead discover a mess of widely varying prices—cut prices and prices due to unfair practices—practices from which the Independent marketing units have long been suffering without any help whatsoever from Washington, despite much loud talk there, the Independents will naturally hope that the esteemed Judiciary Committee of the Senate, which will conduct the investigation, will still stay by its alleged objectives and go through with the investigation even though it may not develop any spectacular political propaganda.

The establishing of such bad practices, as the Independents complain of, by such an august body as the U. S. Senate, should be so impressive as to arouse enough public criticism of the major oil companies, as to cause them to make every effort to see that their organizations cease these practices at once.

This discovery of facts, just the opposite of what Ferguson has dreamed of, may be a bitter pill for any senator who thinks of these investigations in terms of political propaganda, as practically all of them do, and it would of course blow Ferguson's planned case out the window and save the hides of the majors. But the development of such facts should so convince the majors that the accusations of the Independents all these years as to the majors' own bad practices are true, that much healthier competition would result. However, Ferguson and the committee members would have to acquaint themselves with a bit of sound economics, that sound competition often means selling at one price level, and that sound economics also means that when an industry is busily selling at a wide range of cut prices it is not in good competition.

Much Discussion in the Industry

Considerable possible testimony for Ferguson's committee has been indicated even in the last few days.

The Wisconsin Petroleum Assn., in its May publication, criticizes the majors for by-passing the jobber and even the dealer with special cut prices to jobber customers, with low prices to "big dumps" of industrial consumers and even to cutting against their own jobbers selling their own brands. The Wisconsin association editor is so aroused that he suggests that if the majors will not adopt fair competitive tactics, which means treating all alike in cutting prices, then maybe the jobbers might be better off with government control of the oil business.

A few days later the Illinois Petroleum Marketers Assn., in its official publication, protests the idea of jobbers running to the government because they fear government regulation will put the Independent out of business instead of the majors, as it undoubtedly would, so the "Illini" urge that the jobbers get around the table with their suppliers and prevail on the suppliers to try and behave themselves and quit having this ragged edge of prices which are greatly damaging the jobbers' business.

Samples of concrete evidence of unfair price cutting by majors also were given last week by Secretary H. F. Horning of the National Oil Jobbers' Council and of the Northwest Petroleum Assn., in a talk to the South Carolina Oil Jobbers Assn. Mr. Horning put it right on the line against the majors and said he had much more evidence.

Everybody knows that what these associations complain of is true and has been true all through the industry's history. In fact it often has been so bad that the Independents have succeeded in having investigations started by federal and state governments. The famous Standard dissolution case came from such bad practices, and complaints of Independents. The famous Madison cases originated similarly, but from the Independent jobbers' standpoint the trouble with the Madison cases was that the New Deal was not interested in righting any wrongs being done the Independents nor in protecting Independent competition, but only in posing itself as another St. George who slew a dragon. In short, the New Deal boys tried the wrong case and passed up the

one that concerned jobber margins, just to get the publicity and blazon a path toward getting more power of government over major industries.

There is plenty of evidence of price-cutting today. In NPN's market section, there are reports practically every week about price wars, some of which have extended over several months.

The question is whether Senator Ferguson and his colleagues will seek out the evidence which might run contrary to Senator Ferguson's apparently preconceived judgment of gasoline tank wagon and retail prices.

Much of this evidence, while it may help the majors get off the spot on which Senator Ferguson is trying to put them, will raise some other questions in the minds of Congress and the public about their relations with Independents in gasoline marketing. It could very well cause the majors to take a good look at their machinery for contacting and competing with Independents. They might decide that this machinery needs revision.

The evidence would bring publicity before an important congressional committee, and as such could very well do the cause of fair competition in oil far more good than any orders from a court or the Federal Trade Commission which, quite likely, would be of the screwball type that would do jobbers and the industry more harm than good.

Maybe real good for the Independents and for fair competition may come from a congressional investigation after all—provided Senator Ferguson and his associates dig for all the facts and not merely for what might support their preconceived judgment.

Growth of True's Oil, Other Independents Should Be Publicized by Entire Industry

WHAT this oil industry ought to see more in its mind's eye, what it should help the public to see are such Independent jobbers as True's Oil Co. of Spokane, Wash., and other points in the far Northwest. The industry and the public should also see the 25,000,000 gals. a year of business this company does, sold mostly under its own well-advertised and personally-owned brand. And then let all take a look at True's six bulk plants and consider the $300 in hard money Arthur True and his two associates started with just 50 years ago. NPN was glad to tell about their success in a three-page story in last week's issue (June 14th).

The True's company is not especially known east of the Rockies because that range of mountains rather fences off the far west of this country, but it would be well known if it were east of those mountains where oil men from the country get about among themselves so much. Once, if the writer is not mistaken in his recollection, and as the books have long since disappeared he cannot prove it, the True's Oil Co. belonged to the original jobbers association, the Independent Petroleum Marketers Assn., then a national organization. One of the True's company came on east to a couple of meetings. True's belonged for a number of years, but the association never could extend its influence across the Rockies and the True's company was kept so busy growing in the far Northwest that it finally gave up the membership.

Maybe True's can be prevailed upon to come to the next meeting of the API Marketing Division and tell the crowd something about how the company grew way out seemingly by itself. In fact, maybe that API Marketing session could put on a session of the oldest jobbers still operating. It should bring out much worthwhile marketing information and also be a good public relations demonstration on how the industry has good, strong and still growing competition in marketing even though maybe the public cannot always distinguish it among all the national brand gasoline signs.

Also True's was among our first month's subscribers to NATIONAL PETROLEUM NEWS way back when we started in February, 1909. So congratulations and best wishes. Will look for you at the API meeting in Los Angeles next November.

Error of opinion may be tolerated where reason is left free to combat it—Thomas Jefferson

The main purpose of an editorial page is to stimulate thought and discussion. Comments of readers regarding editorials are always welcomed. Please address Warren C. Platt, Editor, 1213 West 3rd St., Cleveland 13, Ohio.

Chicago Drafts New Tank Truck Restrictions

NPN News Bureau

CHICAGO — Forces seeking to restrict truck hauling of gasoline through city streets received new ammunition for their attack June 15 when a four-wheel trailer belonging to Sprout & Davis overturned on the city's outskirts.

Maneuvering to avoid collision, the trailer spilled 3,500 gals. of gasoline into a small creek, where it caught fire more than two hours after the accident. According to Ray Cahill, Sprout & Davis safety director, only three old and abandoned wooden foot bridges were burned. Fire department officials believed the fire may have been caused by a motorist flicking a lighted cigarette into the floating gasoline.

Because the accident occurred so soon after the May 25 Chicago streetcar-gasoline truck tragedy that cost 33 lives, the story received big play in the daily papers.

How Accident Happened

Truck driver Walter A. James and witnesses said coupling of the trailer broke, and it left the concrete highway after the driver had succeeded in avoiding collision with two passenger automobiles that had stopped in an underpass on Route 64. The truck reportedly swerved to avoid hitting a door being opened on one of the cars, and the coupling snapped as it swerved back. The unit was similar to that involved in the earlier streetcar crash.

Would Ban Four-Wheelers

Only the day before, June 14, an ordinance had been introduced at a Chicago City Council meeting prohibiting the use of four-wheel trailers in transporting gasoline in the city. The ordinance was described as similar to the "federal prohibition against the use of trailers to haul explosives in interstate commerce."

The proposal would:

1. Ban bulk gasoline trucks from public highways between 7 a.m. and 7 p.m.
2. Limit tank sizes to 3,000 gals., with divisions into compartments of not more than 500 gals. in each compartment.
3. Require gasoline truck drivers to have certificates of physical fitness.
4. Provide penalties for violation of $200 minimum and $5,000 maximum for each offense.

In December of 1948, the council approved an amendment to the city fire code raising the limits on truck compartment capacities from 600 to 1,200 gals., with the approval of National Fire Protection Assn.

Check The Many Ways—

The start of any field laboratory investigation begins with receipt of samples for study

Du Pont Field Laboratories

Can Help You...

CONSULTATION ON TECHNICAL PROBLEMS

To assist in the use of Du Pont TEL Compounds and other additives, Du Pont maintains five field laboratories, each conveniently located in a major refining area to work more closely with you. These are staffed with technical personnel qualified to consult with you and your laboratory personnel on any problem involving the use of additives. This service also extends to assistance on refinery problems such as those involving treating, processing, and others.

HELPFUL TESTS

The tests which are being conducted daily in the field laboratories—for octane number determination, lead content, volatility, storage stability and the like—are generally standard inspection tests . . . but often go far beyond that in results. For example, a tetraethyl lead blending study recently conducted for one refinery demonstrated that a range of over $5000 a day in realization existed among the several schedules under consideration.

FACILITIES FOR EMERGENCY HELP

In addition to handling any regular inspection or antiknock tests, the Du Pont field laboratories can be called on in an emergency to handle refinery control work, check your own laboratory results as well as to conduct special investigations.

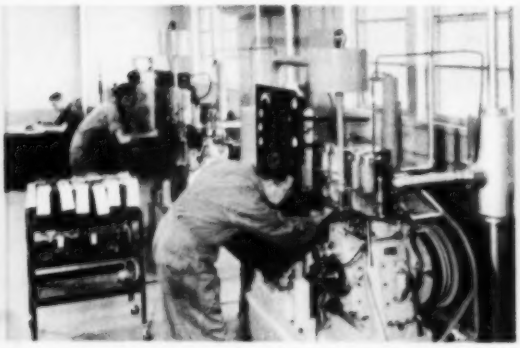
DU PONT

BETTER THINGS FOR BETTER LIVING
. . . *Through Chemistry*

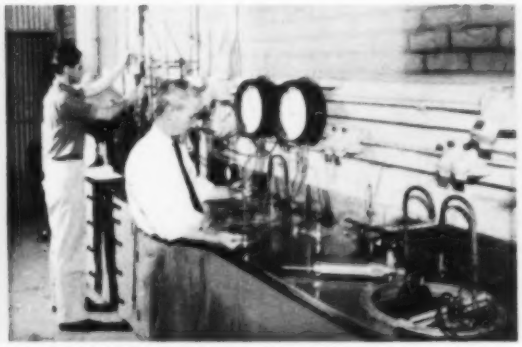
USE DU PONT TETRAETHYL LEAD COMPOUNDS

Du Pont Field Laboratories

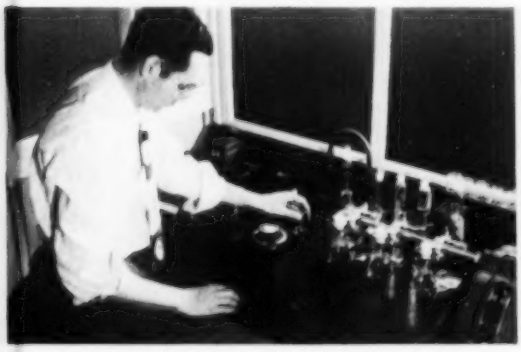
Aid in the Economical Production of Better Fuels



OCTANE RATING AND TEL REQUIREMENT TESTS—Of major help to you in evaluating your fuels and your TEL needs, as well as in checking your own laboratory findings, this service of the field laboratories is also utilized on a nation-wide basis to secure the comprehensive data for the Du Pont Quarterly Motor Gasoline Survey.



ANTIOXIDANT EVALUATION—Determination of a gasoline's antioxidant needs, in terms of the three Du Pont Gasoline Antioxidants Nos. 5, 6 and 22, is another service of the field laboratories. In a number of cases the recommendation of the laboratories has resulted in significant savings in antioxidant costs.



ECONOMICAL COPPER CONTROL—Du Pont field laboratories are equipped to analyze your gasoline for the presence of copper even when only traces are present, and make recommendations for its effective control with Du Pont Metal Deactivator. The use of this additive, as recommended by field laboratories, has helped a number of refiners materially to lower their antioxidant treating costs.

DYE RECOMMENDATIONS—Because Du Pont is the producer of a complete line of gasoline dyes, all field laboratories are prepared to help you select an identifying color for your gasoline. Newest of the Du Pont Gasoline Dyes is Du Pont Oil Blue A, a dye of high tinctorial strength, improved solubility, and meeting MIL-F-5572 Specifications for aviation gasolines intended for military use.

DID YOU KNOW . . . that Du Pont developed and manufactures neoprene, the useful chemical rubber which resists oil, chemicals, sunlight, weather and heat? That is why you'll find in the new cars about 30 vital parts giving improved performance because they are made of neoprene, only one of the many Du Pont products finding use throughout the petroleum and automotive industries.

MAKE DU PONT THE SOURCE FOR ALL OF YOUR GASOLINE ADDITIVES . . .

- **TETRAETHYL LEAD COMPOUNDS** *(Motor Mix—Aviation Mix)*
- **ANTIOXIDANTS**
- **METAL DEACTIVATOR**
- **DYES**

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A-591

Officials of Ada Oil Co., Houston. Shown left to right are: George W. Meyer, vice president and general manager; Paul S. Orlopp, vice president in charge of sales; K. S. Adams, Jr., president; William E. Frith, vice president and comptroller; and T. C. Sullivan, vice president in charge of export sales

Intensive Selling by 4-Year Old Company Boosts Gasoline Gallonage to 24 Million

Youthful K. S. Adams, Jr., Builds Hard-Hitting Sales Team for Invasion of Gulf Coast Area

By HERBERT A. YOCOM
NPN Staff Writer

HOUSTON—The Texas Gulf Coast may be hurricane country, but the swath being cut in oil marketing through that area by the up and coming young Ada Oil Co. looks suspiciously as though a tornado from up Oklahoma way is responsible.

Either that or the pep and dash of an ex-college football player who in 48 months has developed Ada to where it now is the largest—over 24 million gals. of gasoline yearly—among the more than 1,000 distributors of Phillips Petroleum Co. products.

As recently as mid-September of 1946 the familiar Phillips 66 emblem just wasn't to be seen on the Texas Gulf Coast.

Now it flashes everywhere—from a hub at Houston east to Beaumont; south and southwest along a line that extends from Galveston to Victoria and beyond; west into Austin and Washington counties; north up the Brazos River to Bryan.

The story of how and why is the story of Kenneth S. Adams, Jr.

They call him "Boots" somtimes—after his better known Dad, the president of Phillips. But because of the job he's done—the respect he's earned from competitors in the rough and tumble Gulf Coast market place—it's "Bud" or "Ken" nowadays far more often than "Boots" as his own shadow grows longer and broader beneath the Texas sun.

Accustomed to doing things in a big way, Houston never even noticed the event when "Bud" Adams set up in business as the Ada Oil Co. on May 1, 1946.

And it wouldn't even be noticing him now, probably, were it not for a fog that set in from the Gulf just four months earlier. The fog and "Bud" Adams arrived in Houston together. Then an aviation engineering maintenance officer in the Navy, a veteran of 13 months in the Pacific, Adams was grounded for two days by that fog—and he spent the time looking around.

What he saw, he liked. Houston was booming—growing out in all directions. He decided then and there that here was the place for him. And his business—which he had never before quite been able to make up his mind about—would be oil. What better!

Start Unnoticed

Lieut. Adams got out of the Navy on April 28, 1946, and three days later Ada Oil Co. was launched as a distributor of Phillips oils and greases.

The beginning was most inconspicuous.

Ada was only a three-man organization, consisting of Mr. Adams (as owner and then but a little past his 23rd birthday), a young local man who had had some experience selling oil, and a truck driver. The physical assets included a truck and a single warehouse on trackside property on Hughes Street, built at a cost of $7,500.

Even the name Phillips was new to Texas Gulf Coast products buyers, because, not having a nearby source of supply, Phillips had refrained from invading this products market.

From peddling oils and greases, it wasn't long, however, before Ada Oil moved on into the gasoline field and had opened its first service station. That was on Sept. 21, 1946, the date which marks the advent of Phillips' motor fuel (hauled in by tank car) on the Texas Gulf. It was just a trickle, too—a mere 3,000 gals. in the first month, nozzled into Houston automobiles from three pumps.

But "Bud" Adams was just getting under way. With the same hustle he had shown on the gridiron as a halfback for University of Kansas and earlier for Culver Military Academy and Menlo Junior College in California, he was out personally pounding the pavements early and late, building up a string of Ada outlets, and with each new station piling up additional gallonage. The result was that by the end of 1947, Ada

Torchy— the NUTRO GIRL says . . .

NUTRO OFFERS WINTER PROFITS YOU CAN COUNT ON!

YES, YOUR ORDER PLACED *NOW* WILL BE FILLED *100%!*

No half-filled orders, no allotments, no quotas!

Protect next winter's profits by ordering NuTro Permanent Anti-Freeze—*today!*

It's the *easy* way . . . the *sure* way to get all the permanent anti-freeze you need—*when you need it!*

And remember—you can be *proud* to sell NuTro. It's a superior blended glycol product . . . "9 WAYS BETTER" . . . fully guaranteed. There's no finer anti-freeze at any price!

Act NOW! Order from your jobber today or write direct for further information.

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Competitive in Price . . . Superior in Performance

NUTRO

PERMANENT ANTI-FREEZE

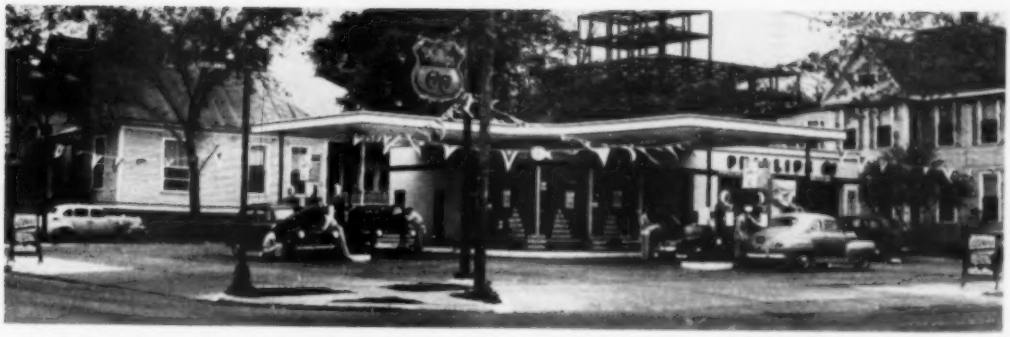
9 WAYS BETTER

1. **TRULY NEUTRAL.** Will not corrode finish, metal, rubber, or fabric. Contains no salts, chlorides, or oils.
2. **TRULY ANTI-RUST.** Contains costliest, most powerful rust inhibitor known. Checks scaling, coating, rusting of cooling system.
3. **NO BOIL-OFF OR EVAPORATION**—even under extreme operating conditions. Contains no alcohol or other volatile ingredients.
4. **NEW, EXCLUSIVE "NO-FOAM" AGENT!** Special scientifically-blended formula includes powerful defoaming ingredient.
5. **NO "CREEP".** Will not seep out of any watertight cooling system.
6. **NO "DIMINISHING POINT" OF PROTECTION.** NUTRO's blended glycols give increasingly greater protection as concentration increases—up to 100%. (In ethylene glycol type anti-freezes, efficiency *decreases* in concentrations greater than 60%.)
7. **SAFELY STORED ANYWHERE AT ANY TEMPERATURE.** Will not freeze in container, even in coldest weather. (Pure ethylene glycol freezes in the can at 7° above zero.)
8. **BETTER IN HOT WEATHER THAN WATER.** NUTRO is also a superior motor coolant that will maintain any liquid-cooled engine at more efficient operating temperatures—even in hottest weather. Retards summer rusting and boil-off.
9. **UNCONDITIONALLY GUARANTEED.** Protection against freezing, leakage or damage to vehicle guaranteed if used as directed on can. Guarantee packed with each case. Laboratory tested and licensed for sale in all states.

NATIONALLY AND LOCALLY ADVERTISED

NuTro's aggressive advertising works for you . . .

1. New strikingly colorful dealer helps featuring "Torchy" the NuTro Girl.
2. Local billboard and sectional radio advertising.
3. Powerful, competitive copy in national magazines.



This Ada Oil Co. outlet in Houston is the company's lone training station. The trainees employed here, mostly college graduates, are a source of executive material. New building going up in background is a symbol of postwar boom expansion in Houston that influenced K. S. Adams, Jr., to locate his company in the city

was pumping 250,000 gals. per month through 35 stations which it either owned, leased or supplied under open dealer accounts. Too, it had added a tank truck and a stake truck to its rolling equipment, and the number of direct company employes had doubled.

First Big Expansion

Then in January 1948 came a really big opportunity to boost volume. Pure Oil having decided to pull out of the area, Ada bought up all Pure's distribution and other facilities, including stations, jobber accounts and terminals at Houston and Galveston.

Gasoline volume jumped overnight to 1,125,000 per month, moving through 135 station outlets—and it has been moving upwards ever since.

Today Ada is doing a gasoline business of over 2 million gals. per month, either direct through the 100 stations which it owns, leases, or controls, or indirectly through 186 other stations supplied by Independent jobbers with plants at Bryan, Beaumont, Brazoria, Industry, Victoria, Brenham, Bay City and Rosenberg.

Scope of Business

Ada, in fact, has been expanding all over the place.

—It has established an export and brokerage department which will handle anyone's products and currently is middleman in transactions involving an annual volume of about 4 million bbls.

—In March of this year it sold over 3 million gals. of bunker fuel oil.

—Combined products sales in that same month totaled more than 6 million gals.

—Tire sales have reached a $175,000 yearly rate.

—Instead of only three employes, the company now has 75.

—It has a big new service station construction program in the works.

—And, bursting beyond the confines of Texas, it has acquired a 25% interest (Phillips owns the other 75%) in producing properties and a refinery in Montana.

This growth in barely four years is the result of a number of things, says Mr. Adams, who literally bubbles with confidence as he contemplates the future.

Most of all, he attributes the rise of Ada to a willing, ambitious organization comprised mainly of younger men—the average age is 35—but with a sprinkling of comparative old timers providing the necessary background of experience.

This, plus a firm belief in the value of energetic salesmanship—of reaching out to the public by all manner of means to promote the name of Ada and the quality of the products it sells.

Only recently, for example, the company spent $60,000 over an eight-week period plugging a new liquid product that reseats piston rings and valves. Ada disposed of $17,000 in prizes alone during that campaign, which was confined to service stations in the Houston and Galveston areas. The result, says Mr. Adams, was not only that the new product became firmly established in the public mind, but a lot of permanent new customers were acquired by Ada dealers.

Participation in sports is another medium being used to the hilt by Ada. The Ada Oilers basketball team went to the finals in the Houston League last season, then participated in the national AAU playoffs at Denver. Today the name Ada is almost as much a fixture on the sports pages as it is in advertising columns of the daily newspapers.

Marketing Ideas

In these four brief but busy years, Mr. Adams has acquired some strong ideas on the subject of petroleum marketing.

For one, he is firmly convinced that the best selling job can be done by the man who's known by the customers. That's why selling through Independent jobbers or through an agent, such as the one recently commissioned at Eagle Lake, is a firm fixture in the Ada program.

For another, he doesn't think very much of what appears somewhat of a trend towards the large super service station of the self-serve type.

Likes Conventional Stations

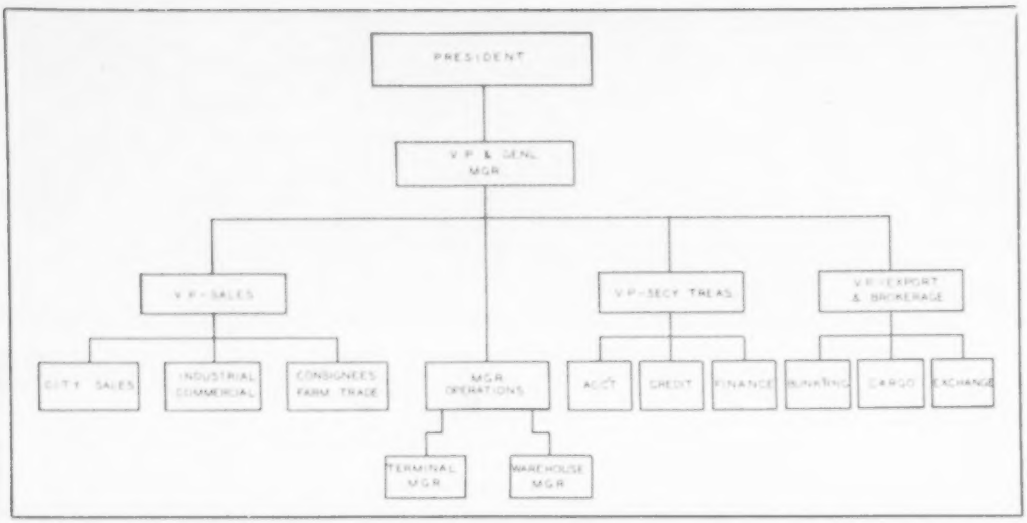
Rather, believing that stations should be built with an eye constantly to population changes, possible street relocations, etc., he is planning his currently projected construction program with a view to erecting stations along straight, clean, conventional lines at a cost that should not exceed $20,000 or so per station. These will be the usual two-stall, canopy-type stations, easily susceptible of modification at little extra cost when and if new conditions arise.

So in Mr. Adams' book, the conventional station is here to stay.

Ada now hauls direct to its jobber accounts from Old Ocean, Texas, where a Phillips' subsidiary, Alamo Refining Co., operates a refinery acquired from the government after the war as surplus. Wherever station storage is large enough, however, it follows the practice of by-passing bulk plants—at a saving, Mr. Adams figures, of about 0.5c per gal. Seven 4,500 to 5,000 gal. transports, supplemented when necessary by for-hire carriers, do Ada's hauling.

Lubes and greases, arriving by rail from Kansas City, are stored in a new 200 by 50 foot warehouse on Ada's trackside property in Houston—the original warehouse having been converted entirely to office use. And both buildings already seem about to burst at the seams. Ada is growing so fast.

The accent on youth being what



Organization chart of Ada Oil Co., Houston, which in four years developed from a three-man operation distributing oils and greases to a diversified company doing over 2 million gals. monthly in gasoline alone and employing 75 persons

it is in this company, Ada looks to the single training station it operates as one place to discover promising talent. It has eight or nine men, mainly college graduates, in training the year around.

"We bring them in, put them in uniform and, if they show promise, we help them get a station of their own," says Mr. Adams. "Or, if they show ability in other directions, we start them that way, too. One of the boys in our accounting department moved into his present position directly from the training station."

While acknowledging that "you can't beat experience," at the same time Ada's youthful president (he is now 27) believes this accent-on-youth policy should pay off in the long run. It ought to be obvious to any energetic college graduate, he says, that if he applies himself diligently he will have that much more opportunity to keep growing along with Ada.

Furthermore, Mr. Adams points out that the present average age of Ada personnel being only 35, most of the present employes should be in their prime 20 years from now—he is looking that far ahead.

A Busy Man

While devoting such a full portion of each working day to Ada, "Bud" Adams yet has found time to apply himself in other directions. He is, in fact, a man of widely diversified interests, being among other things:

1. A 50-50 owner and vice president of the World Development Co., which specializes in the construction of low-cost housing units around industrial plants.

2. A 50-50 owner and vice president of the American Supply and Equipment Co., a renter of heavy equipment such as drag lines, cats, etc.

3. President of Petro Chemical Research Laboratories, which has a manufacturing license to sell the products it makes in the six-state area of Texas, Oklahoma, Missouri, Kansas, Louisiana and Arkansas.

4. A director of the Industrial State Bank, Houston.

5. An oil producer on his own, who started drilling in 1948 up in the Panhandle and has a record of 26 producing wells out of the first 27 drilled.

And, last year he was chairman for the Houston area during the observance of Oil Progress Week.

West Coast Super Service Is Test Model For 'Automotive Center' Expansion Plans

A new "$300,000 automotive center" has been opened by Foster Oil Co. southwest of Los Angeles. Called Community Super Service No. 3 by its owners, the installation is significant because it is the test model for an ambitious and large-money project calling for eventual construction of five more like it. No. 3 was opened the weekend of June 8, 9 and 10.

The layout has 340-ft. frontage on a busy thoroughfare. It includes 15 lowboy pumps, a $27,000 automatic car wash housed in a separate unit, a modern lubrication department, brake service, motor tune-up, a DuPont glazing department and—this is where super service is emphasized—a shoe-shine parlor.

A 40-foot tower with large neon letters blazing the name "Community" will serve as both trademark and landmark. Again overlooking no detail, there is a radio repair shop at the base of the tower.

Texaco products are featured, and extensive TBA is stocked.

For the opening, there were music and favors—little firemen's hats for the small fry. As a come-on attraction, car washes were sold at 69 cents a vehicle. The automatic machine does the job in three minutes; and the station management claims it is washing 300 a day.

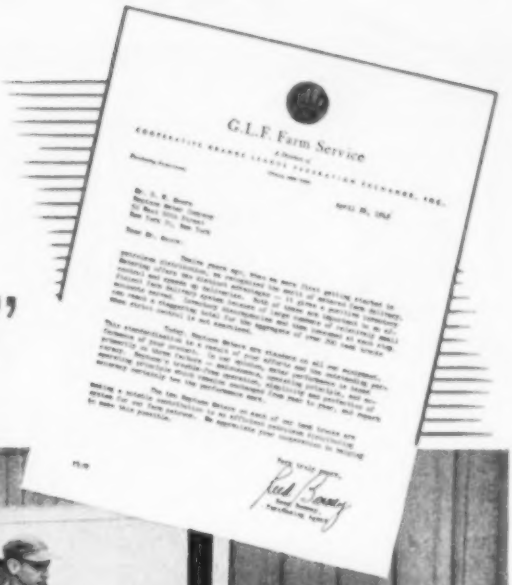
At present, The Foster Oil Co. is concentrating its activities southwest of Los Angeles, heavily industrialized in some parts and commercialized in others. Stations No. 1 and 2 are of an estimated $50,000-$60,000 value, according to the owners. The fourth is projected for Inglewood. If No. 3 is successful, the owners will go ahead with Nos. 4 through 8.

Expansion of Foster Oil is largely financed by Sam Foster. The man directing the expansion program is Walter Maier, vice president and general manager.

IN FARM DELIVERIES

"Neptune Meters are Standard on all our equipment"

RESULTS OF OUTSTANDING PERFORMANCE


G.L.F Farm Service

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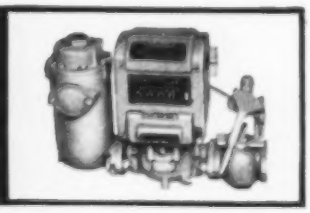


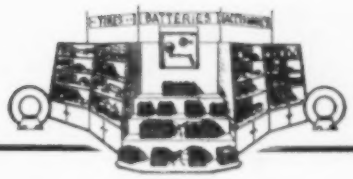
This is another in a series of pictures of TBA displays. They were taken at stations operated by Ralph Brandon, Pan-Am Southern distributor at Shreveport, La., who markets a big line of TBA and nonrelated merchandise at his outlets.

ABOVE—Exterior of one of Brandon's stations showing an open-air display of tires and other goods.

LEFT—Brandon always keeps tires near the driveway, in this instance right next to a frequently-used soft drink dispenser. Note also that the window in back of the dispenser is filled with accessories.

BELOW—This picture shows the extensive line of nonrelated merchandise in a store adjoining one of Brandon's stations

TBA Section



Dealer Budget Plan Is Seen Key To Higher TBA Volume and Profit

By FRED SMITH
Manager Petroleum Sales
Pennsylvania Tire & Rubber Co.

Petroleum marketers can improve dealer TBA profits by showing their dealers how to make more tire and battery sales and get better prices by the use of a budget plan. The resulting higher volume will bring better TBA profits to the petroleum marketer as well.

The tire industry has already made a thorough trial of installment selling, and has proved its worth. Since modern service stations must stock and sell TBA merchandise in order to satisfy their customers and hold their gallonage, it is only good sense to seek the most profitable ways of TBA merchandising.

Unlike gasoline, we do not believe the service station operator today can sell tires and batteries for cash only, and get the volume and profits to which he is entitled. Competition will not let him do that. Other classes of retail outlets advertise tires and batteries in ways which prominently feature prices and terms. This competition must be met. If petroleum marketing depends solely on its time-honored attributes of convenience and service, it will deny itself a larger and profitable slice of the available tire and battery demand.

No Real Obstacle

There is nothing difficult or complicated for either the petroleum marketer or his dealers in conducting a budget program. The most important phase is to let the dealer see how he can get more for his merchandise, and make more sales, by getting the customer's thoughts away from price. The suggestion of paying for a set, or a pair of tires, or a battery, in installments, immediately removes the price worry for the motorist who does not have the ready cash. He can consider buying better quality. He can replace tires before they are worn to the danger point. He can buy all the tires and tubes he should have right away.

Many Good Risks

We believe it is well to give dealers a few general facts about the budget market. It should be pointed out that there is a numerically large proportion of car owners whose take-home pay leaves little ready cash; that these people are on the whole good managers, and have contrived a fine standard of living by stretching their dollars; and that there are in fact few citizens who have not bought something on the installment plan, especially cars and homes.

Most dealers will know from their own observation that the foregoing facts are true, but stating them helps to clear up any notion that installment selling is only for people who are broke. Instead it is for honest, solvent people, who have confidence in themselves and in the country's future. There are millions of them. So many, in fact, that they cannot be ignored by the petroleum industry. Their automobiles, bought on payments, provide the market which has made the petroleum industry great.

How Budget Is Set Up

When a car owner in the budget buying bracket finds he must pay for as much as two tires, or a battery, he will not have the cash. At this moment the dealer who suggests a small down payment, is well on the way to making a sale, perhaps for four tires instead of two, and perhaps for top-quality merchandise. And he will not have to give away his profit in price concessions.

The mechanics of handling budget transactions are not difficult. Although we furnish dealers with printed forms, and a complete instruction manual, we believe any service station operator best learns the routine by actual trial. Once a dealer takes a credit application, and makes a few telephone calls to check on credit information, he will discover how easy it is. He will find that other merchants, banks and finance companies are investigating credit every day, and expect to ask and answer questions about credit as a matter of routine.

In our opinion dealers can develop good credit judgment of their own, with a little assistance. We give them some hints on occupations which are usually considered as preferred credit risks, and suggest those which are generally less stable. We point out the importance of checking the car payment record with the finance company, and try to give them other constructive help. But beyond all this we urge dealers to sell their time payment accounts to our own financing organization so that we can review their budget accounts and counsel with them step by step as their budget volume grows and develops. The cost is small, and we think it easily pays for itself.

In fact we favor a policy of low carrying charges based on a selection of good credit risks, as opposed to higher charges to cover losses which grow out of careless handling. We advise securing as large a down payment as possible, which together with payments due within the first 30 days will often return to the dealer the cost of his merchandise. Dealers should ask for a down payment of 25%, and try for an average of between 20% and 25%, on all transactions. Dealers should suggest payment dates close to the customer's paydays, no matter if it involves a long series of weekly payments. Repayment periods should not run longer than three to four months on passenger tires, or five months on truck tires.

Advantages of Plan

One of the incidental virtues of the budget plan is the fact that payments are made to the dealer, thus bringing the customer into frequent and regular contact with the service station for something more than just a casual gasoline purchase. Additional TBA needs can be pointed out and added on to the original sale with but little formality.

No doubt it will be apparent to petroleum marketers that a budget plan as outlined involves little or no strain on dealer capital. Standard collection forms plus routine telephone calls can handle the normal slow collection problems as they arise. In fact the better prices and larger volume realized through judicious use of budget selling can put a service station operator in a better financial position. According to our estimates, a dealer who sells $1000

worth of tires a year on the budget plan will come up with a 40% gross profit on those tires while if he sells for cash only he will often be lucky to gross 23% or so.

In addition, making it easier for customers to buy their full requirements permits them to trade in old tires while they still have some recapping or resale value, on which the dealer can make a further profit.

We maintain the customer profits in the end by the budget system. It is a well-known fact that there is more mileage per dollar in a first-grade tire, than in a price line; and there are more months of useful service in a first-grade battery, than in one made to sell at a low price.

Open Account Warning

Finally, every petroleum marketer knows that all service station operators extend too much open account credit based entirely on guess work. They are inclined to take a chance on a customer without really knowing anything about him. The so-called 30-day accounts too often run along to 60 days or 90 days, and in the end the open account customer may have taken as long to pay as the average budget customer. Considering the amount of dealer capital outstanding in open accounts and comparing the greater respect people have for time payment contracts, we feel almost any dealer is better off with the latter.

Many marketers offer a 30-60-90 day credit plan to their credit card holders, similar to plans offered by department stores. These are but little different in principle from a budget plan. There are three large monthly payments, instead of a number of smaller weekly or semi-monthly payments. We believe the typical budget plan buyer is more familiar with the standard type installment contracts and can more easily handle the smaller and more frequent payments.

Not to have a TBA budget plan today, is to invite the low-income customer to buy elsewhere.

Push Seat Covers, Outboards

Pure Oil is putting some extra effort behind two TBA items which carry good-sized price tags. The two items are seat covers and outboard motors. A plan of prompt factory shipments direct to dealers is designed to cut down on the seat cover inventory needed in the service station. Dealers are being urged to sell from the swatch sample book and avoid overstocking of the slow moving items. Pure reports a big year in outboard motors in 1949, and is offering dealers four models of the Corsair outboard this year. Prices range from around $90 to $190.

Tire Display Stressed

Ways to stock, display and sell the company's private brand tires occupy the first two-thirds of a recent issue of the dealer house organ published by Magnolia Petroleum Corp., Socony's southwestern subsidiary. Featured are numerous photographs of tire display layouts, as well as tire storage racks both inside and outside of service stations. A part of the sales pitch calls attention to the fact that 5 million Mobil tires have been produced to date.

Tire Tread Survey

Standard of Ohio is able to get some publicity value out of its annual survey of tire treads. Each spring for the past three years, the company has selected a weekend during which Sohio service station men actually measure the tread depth on all cars coming into the stations over Saturday and Sunday. Some of the statistics of general interest to the public are then assembled into a news release and sent to all the newspapers in Ohio. For instance, this year the company was able to report that 14% of all tires checked were

completely smooth, as compared with 16% last year and 21% the year before. Also 32% of the cars with smooth tires showed all four tires worn smooth; 16% had three tires smooth; and 35% had two tires smooth.

Double Wiper Cabinet

Anderson Co. is continuing its campaign to sell wiper motors as well as blades. Above are pictured the two new Anderson display and stock cabinets, the lower one for wiper motors and the upper one for arms and blades. They are available separately, but are designed so that any service station may mount one above the other as shown to form what Anderson likes to call a "complete department."

Tire Sale Outlook

Esso is offering its dealers a new roller tire rack in three sizes, 5-tire, 8-tire and 16-tire capacities. The racks weigh 17, 20 and 27 lbs. respectively. At the same time Esso is advising its dealers that replacement demand this summer is expected to run about two-thirds conventional type passenger casings, and one-third extra low pressure type. A large increase is looked for in calls for 15-inch casings, while the demand for 16-inch sizes is expected to fall off slightly.

Packages on Display

TBA manufacturers may find it worthwhile to visit a new "package design center" to be completed this summer by a firm of Chicago package design engineers. The company says its new building will have provision for constantly changing exhibits of all newly designed packages considered to be doing the best selling job for industry, whether created by the company or by others.

You've Got to

PLAY IT SAFE

When it's Fire or Steam!

In the oil industry, two of the hoses you can't afford to take any chances on are fire hose and steam hose. They've got to be designed for the job, *with an extra margin of safety built in.* No hose that leaves our plant gets more care in construction and inspection than the two below. You can depend on them for long, trouble-free *safe* service.

Maltese Cross® Fire Hose . . . . .

The "standard of comparison" with oil refineries for over 80 years . . . unexcelled for foam, chemical or booster use.

The tough cover protects Maltese Cross from oil film, acid fumes and chemicals . . . stops water absorption into the carcass . . . prevents mildew and eliminates need for drying-out after use. Inside is a mildew-inhibited, closely woven duck carcass that provides unusual durability and burst-resistance. Yet Maltese Cross is light, flexible, easy to coil, folds closely.

Fifteen years of active fire-fighting service, plus many more as a utility or clean-up hose, are what you can expect —*and get*—when you play it safe with Maltese Cross.

Monarch® Fiberglas* Steam Hose

Monarch is built to carry saturated steam at temperatures up to 388° F. and pressures up to 200 lbs. . . . and do it day in and day out without failure. The tube is an exclusive Hewitt-Robins development—a special heat-resisting compound that stays soft and flexible without flaking or cracking.

The carcass is multiple-braided Fiberglas cord—unsurpassed for heat resistance and strength—and heavily insulated with heat-resistant rubber. The cover is extra-tough, extra-thick, won't strip or blister . . . highly resistant to heat, abrasion and weather.

For all steam services in the oil industry—insist on Monarch Fiberglas Steam Hose!

* * *

For these and many other specialized oil industry hoses, call your Hewitt Rubber Distributor (listed under "Rubber Products" in the classified 'phone book), or write Hewitt Rubber Division, 240 Kensington Avenue, Buffalo 5, New York.

HEWITT-ROBINS
OIL INDUSTRY HOSE

*T. M. of Owens-Corning Fiberglas Corp.

HEWITT-ROBINS INCORPORATED

AIR HOSE • BARGE LOADING HOSE • FIRE HOSE • FLOATING ROOF TANK DRAINAGE HOSE
FLUE CLEANING HOSE • FUEL OIL & GASOLINE HOSE • OIL SUCTION & DISCHARGE HOSE
STEAM HOSE • TRUCK TRANSPORT & TANK CAR DISCHARGE-SUCTION HOSE • TANK TRUCK HOSE
TWIN-WELD® WELDING HOSE • PROPANE-BUTANE HOSE FOR HANDLING LIQUEFIED PETROLEUM GASES
WATER HOSE • CONVEYOR BELTING • PIPE SLINGS • RUBBERLOK® WIRE WHEEL BRUSHES

START SALES
STOP LEAKS
with
ONE-
SHOT

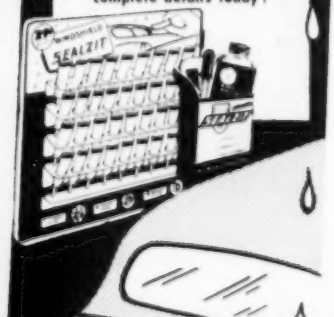
A PROFIT PROVED PRODUCT IN A NEW REPEAT SALES TUBE

Here's a fast moving one-shot item that makes every rainy day, a profit day. Answers customer's demand for simple, inexpensive way to stop leaks. Attractively displayed with counter cards.

SEALZIT is easy to use—just break off red plastic tip and apply transparent SEALZIT along windshield edge. It seeks out, and seals up leaks. NOT a gum, it penetrates between glass and frame, stops leaks permanently. Stays flexible, will not dry out, harden or peel off. NOT affected by heat or cold.

SEALZIT is also available in big economy package of 2 oz. bottle of clear SEALZIT with dropper and brush, seals all window leaks, waterproofs ignition wires and battery terminals. Fine for chrome touch-up, too.

Write for free sample and complete details today!



KRYLON, INC.
2601 N. Broad Street, Phila. 32, Pa.

Mr. Sturtevant

TBA TOPICS—By Frank C. Sturtevant

Automotive Jobbers Out to Get Dealers' Shock Absorber Trade

It begins to appear that automotive supply jobbers are getting some shock absorber business from those service station dealers whose gasoline suppliers do not include shock absorbers in the TBA line.

More and more of the specially designed small assortments put up in small display containers suitable for service station use are finding their way into both lessee stations and dealer-owned stations. Inquiry discloses that there has been an unusual amount of shock absorber sales activity on the part of the automotive jobbers recently.

This development would indicate that those gasoline marketers who have shock absorbers in their TBA line would do well to see that they are offering as attractive a deal as their dealers can get from other sources. They will especially wish to furnish all the coaching necessary to help their dealers get going right in shock absorber selling.

Other TBA departments where shock absorbers are under consideration, may wish to check the extent to which their market is being preempted by the competitive efforts of the automotive jobber. There will always be differences of opinion as to whether shock absorber installation is an ideal type of work for service stations to perform, but for those who desire to make a trial the existence of this competition may make it advisable to move quickly.

Even those TBA men who do not feel that shock absorbers should be added to the gasoline supplier's TBA line, may wish to keep in touch with dealers who decide to take on shock absorbers. How other station activities are affected, if at all, and what customer reaction may be, are matters worth checking into.

Probably much of this new activity by automotive jobbers on shock absorbers is due to the intensive promotion efforts now being directed by the manufacturers to the service station market. Three leading shock absorber manufacturers have been promoting special deals for service station outlets.

Recently a fourth manufacturer came out with a display package designed especially for service station use. Like its competitors, it contains a limited assortment of styles and sizes to fit a good proportion of popular cars, put up in a display container, and accompanied by a variety of advertising material.

The other shock absorber manufacturers were happy to hear of the new entrant into the service station field. They recognize that each active competitor contributes something to the necessary missionary work among dealers and oil TBA men.

Those oil TBA men who have put shock absorbers into their TBA line need to get dealers interested in explaining to their customers that shock absorbers need to be replaced, that replacement is a quick and easy job, and that the cost is moderate.

By the time the average car needs a new set of tires, the chances are it will also need a new set of shocks. Or at least it is time to inspect them to be sure that they are in good shape, so that the owner can be assured of the kind of safe, comfortable ride which he has come to take for granted.

Shock absorbers are an essential part of the mechanical equipment that makes present day automobiles ride and steer with an ease not previously attainable. These are qualities of which people are especially conscious when the heavy touring season gets under way. A long trip means many steady hours of riding and steering. From the standpoint of both comfort and safety, the motorist is receptive now to putting on new shock absorbers, if the old ones are worn.

The more people working on the job of shock absorber promotion at service stations, the more motorists will be expecting to find shock absorbers in stock at every service station.

Battery Sales Tips

The start of the heavy touring season is not normally thought of as a season of high battery sales, and in fact statistics bear this out. Nevertheless the American Automobile Assn. has seen fit to issue a bulletin on battery service. Oil marketers might well pass on some of the information to station operators.

Speaking to the association's "contract garages" the bulletin refers to the high total of emergency calls due to battery failure which were received last year. "Entirely too fre-

quently battery service consists of adding water and relying upon selling a recharge or new battery AFTER the motorist has trouble," says the bulletin. "Too many service outlets forget batteries until the first cold spell causes failure. Battery sales and service is a year-round proposition."

The bulletin suggests that batteries should be checked "with a voltmeter or hydrometer" before the car owner starts on a trip. It points out that high mileage and high temperatures may cause many nearly worn out batteries to fail while the customer is away from home, compelling him to buy a new battery when he has been looking forward to trouble-free motoring. Batteries which appear to be too low, when tested, can be recharged and given a capacity test. If the capacity test indicates the battery is good, a check should be made for electrical trouble which may have brought about the state of discharge. If the capacity test shows the battery is worn out, then it is obviously time to sell the customer a new battery.

"This easy, practical procedure protects the motorist against battery trouble while away," the bulletin says, "and it keeps battery sales at home where they rightfully belong." Those remarks could just as well be directed at every service station dealer in the oil business.

Foiled by Rice

Don Wigman, of Pure Oil Co., Chicago, is an expert trap shooter, but he didn't get a chance to prove it at the trap shooting contest held in French Lick, Indiana, during the convention of the American Assn. of Battery Manufacturers. Some of his friends loaded a box of shells with grains of rice instead of shot. His score was zero until he caught on.

Tire Gauge for Motorists

The Milton Pencil Gauge is another new tire gauge intended for sale to the individual car owner. It is calibrated on all four sides, has a pocket clip, and a deflator pin, and is individually boxed and packed, ten to a display carton. The gauge manufacturers look for greater interest in tire pressure on the part of the customer himself, as low-pressure tires begin to dominate the market.

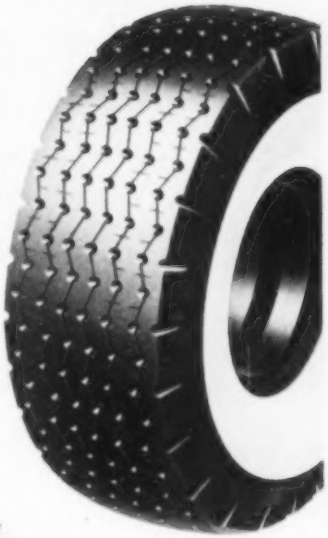
Stainless Steel Sponge

At first glance it seems doubtful that a new stainless steel sponge just brought out by MacDonald Metals, Inc., of Worcester, Mass., would be a fast selling TBA item at service stations. In fact the manufacturer is aiming his promotion primarily at the household and industrial markets, but includes among his claims the

PENNSYLVANIA

offers you more than any other tire line!

It's a fact! And TBA marketers everywhere are learning daily that a Pennsylvania Franchise is the surest, soundest way to faster selling . . . consistently big profits! They know also, that Pennsylvania . . . and *only* Pennsylvania . . . gives them *all of the ammunition* necessary to do the job! Take a look for yourself!



1 Quality Reputation

2 National Advertising

3 Complete Line

4 Protected Territory

5 Unconditional Road Hazard Guarantee

6 Company-financed Budget Plan

7 No Company-owned Stores

8 Adequate Field Stocks

Look into this great and ever growing Pennsylvania Tire line now . . . today! It's a big-money line that's *all yours* when you sign up with Pennsylvania!

PENNSYLVANIA RUBBER COMPANY
MANSFIELD OHIO

Who's to say when you need tires?

You, of course! But, often, it's at the corner service station you're first reminded that your treads are wearing thin. And purchases there, by you and millions of other car owners, have made this convenient source today's largest marketer of replacement tires, batteries and accessories.

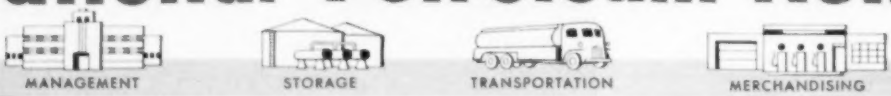
Most merchandise on sale at service stations was sold *first* to oil companies and oil jobbers. Management recognized it as traffic-building goods. Sales and merchandising crews viewed it as promising volume business. It became part of the progressive TBA program because oil men at headquarters, in regional offices and in the field believed in it, accepted it. It is merchandise that has won approval *right down the line.*

First step in moving *your* products through the nation's best service stations is to place your story before oil marketing men. Reach them, tell them, sell them through *National Petroleum News* . . . the oil industry's marketing magazine!

Planning to build sales through service stations? Write for helpful, new fact-booklet titled "TBA."

*TBA is the oil industry's designation for tires, batteries and accessories now being sold in planned programs directed by oil companies and oil jobbers, conducted through the nation's best service stations, promoted by *National Petroleum News.*

National Petroleum News



1213 West Third St., Cleveland 13, Ohio . . . Offices in New York, Philadelphia, Chicago, Houston and Los Angeles

When Ohio Oil Co. opened another new Marathon station at Broadway & Woodville Rd. in Toledo, they took advantage of the inside curb across the front of the driveway to set up a display of tires, motor oil and bicyles. In a subsequent policy decision, wheel goods have been eliminated from the Marathon TBA line, and in the future will not be sold through any of the company operated stations, known as Marathon Service Stores

statement that motorists go for it because "There's nothing better for removing freezing ice skim, or dried road dirt from windshields. Cleans white sidewall tires like magic."

The product is packaged in a neat carton with the words "stainless steel" in a larger and more dominant position than the trade name "Spong-it". Manufacturer states it will not rust, splinter, mat or corrode, and will not break off into sharp splinters.

Portable Lamp

This is another king-size flashlight, which the manufacturer more properly terms a portable electric hand lamp. It takes a 6-volt "lantern battery" and is made to sell at $6.75 without the battery. It is possible that some service station dealers might find a sale for such an item in camping areas, or to farmers, or truck operators.

New Spark Plug Tool

Some TBA managers may be interested in selling to their dealers a new, compact tool for checking spark plug gaps, developed by AC Spark Plug Division of General Motors. On the single tool there is a means of selecting four sizes of gapping tools and six round wire feeler gauges.

Radio Spot Records

A disc containing ten 40-second radio commercials is now available from Champion Spark Plug Co. It is designed so that the commercials can be inserted in any local radio program. Presumably any oil jobber who sponsors a regular radio program could use it for his commercial spots, or it even could be used by one of his dealers on a local radio program.

Spotting Outboard Prospects

Best way for a dealer to learn if he is in an outboard motor market is to discuss vacation plans with regular customers, says Esso Standard Oil, in its dealer magazine. Esso points out that people like to talk about vacation trips, and it is easy to sound them out on the subject of outboards.

New Company

The Harley C. Loney Co., manufacturer of wheel balancing weights, has been succeeded by a new corporation, Wheel Weights, Inc., which will take over the L. & H. line of weights.

SURE RELIEF for shipping headaches

Pack your product in a Continental steel container

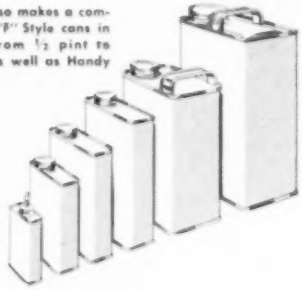
Shipping headaches go away fast when you come to Continental. We can supply you with just the right steel container for every petroleum product from light oils to extreme pressure greases.

Continental's rugged pails and drums are built to take it. They protect your products during every mile of travel, weather the roughest handling, and come up beaming sales appeal.

There's no question that it is sound salesmanship to put your trademark and sales message on the side of every pail and drum you ship—and the better the lithography, the better the salesmanship. Continental's master lithographers have the skill and experience to lithograph your steel containers in colors and designs that really sing. Another good sales idea is to standardize the labels of your entire line and give it a family appearance.

Why not check with Continental today and get all the facts about Continental steel containers?

Continental also makes a complete line of "F" Style cans in every size from ½ pint to one gallon, as well as Handy Oil cans.



CONTINENTAL CAN COMPANY

Eastern Division: 122 E. 42nd St., New York 17 Central Division: 135 So. La Salle St., Chicago 3 Pacific Division: Russ Building, San Francisco 4

Safety Film Offered as Oil Public Service; Catalog Lists 'Available' Industry Movies

A new movie emphasizing the dangers of careless driving was shown for the first time east of the Rockies by Socony-Vacuum in New York June 14. Originally prepared by Socony's affiliate, General Petroleum Corp., the 25-minute film makes the point that there is no such thing as a minor traffic violation, since taking even small chances can lead to tragic accidents.

Entitled "And Then There Were Four," the General Petroleum movie was shown to the Socony board of directors, who decided that the entire Socony organization should get behind it. Board Chairman George V. Holton told the New York audience of police, safety, school, church, service club and press representatives that backing such a film was part of the public responsibility of a large company.

Narrated by movie actor Jimmy Stewart, the motion picture describes the "unthinking" careless driving habits of five ordinary families. Copies are being made available as a public service to high schools, colleges, safety driving groups, service clubs and other adult audiences at no cost except transportation.

Oil Movie Catalog

The Socony film is only one of a large number of motion pictures generally available from oil companies.

A catalog of motion pictures telling the oil industry's story has been prepared by Oil Industry Information Committee. It is intended as a reference booklet for clubs and other organized groups "seeking motion pictures that are informative as well as entertaining."

OIIC notes that the films' owners will welcome inquiries from groups that can use the movies. It also hopes that oil companies will report other films so that possibly a second catalog may be published.

Summary of OIIC's catalog "Movies About Oil" follows (owners of the movies are in parentheses):

AGRICULTURE

Chicken of Tomorrow—Scientific methods of raising chickens (The Texas Co.).

Good Going for Tractors—Tractor maintenance (California Standard).

It's New Because It's New—Inventions by farmers to reduce labor and increase output (The Texas Co.).

New Ways to Do More with Farm Power—Variety of work done by tractors (Indiana Standard).

Pattern for Progress—How one farm family uses farm power (Ethyl Corp.).

Tractor Care on the Farm—Tractor maintenance (Indiana Standard).

Your Apple Orchard—Apple orchard maintenance (The Texas Co.).

AVIATION

Flight Log—Development of 100-octane aviation gasoline (Shell).

EXPLORATION

Deep Horizons—Oil exploration and drilling (The Texas Co.).

Oil from the Earth—Oil exploration and drilling (Shell).

Petroleum Geology—Where and how to drill for oil (United World Films).

Prospecting for Petroleum—Oil exploration (Shell).

10,000 Feet Deep—Oil exploration and drilling (Shell).

The Undersea Search for Oil—Pioneer drilling offshore in the Gulf of Mexico (Magnolia Petroleum).

FOREIGN

Desert Venture—American enterprise in Saudi Arabian oil operations (Arabian American Oil Co.).

A New Frontier—Effect of oil operations on Saudi Arabian life (Arabian American Oil Co.).

Oil of Peru—Travelogue and oil operations of Peru (Esso).

GENERAL

Building the West—Oil industry's part in building the West (California Standard).

California and Its Natural Resources—Transforming desert wastes into productive regions (U. S. Bureau of Mines).

Horizons Unlimited—Effect of automobiles, trucks and buses on everyday life (National Highway Users Conference).

Nature Plays Favorites—Producing and refining Bradford Pennsylvania Crude Oil (Kendall Refining Co.).

Oil and Men—March of Time story showing Indiana Standard's activities in taking oil from well to consumer (Indiana Standard).

Oil for Tomorrow—Panoramic view of oil from origin to consumer (Interstate Oil Compact Commission, Western Oil and Gas Assn.).

Ohio and Its Mineral Resources—Mineral resources as the basis of modern industries (U. S. Bureau of Mines).

Oklahoma and Its Natural Resources—Industrial development of Oklahoma (U. S. Bureau of Mines).

Petroleum—Importance of oil in world economics and politics (Encyclopaedia Britannica Films).

Petroleum and Its Products—Oil production, transportation, refining and use (Edited Pictures System).

Petroleum and Its Uses—Principal uses of oil products and their background (U. S. Bureau of Mines).

Revolution in the South—The South's industrial revolution (Lion Oil Co.).

Stan—Full-length Hollywood feature showing life of an oil company agent (Indiana Standard).

Texas and Its Natural Resources—Panorama of Texas resources including oil (U. S. Bureau of Mines).

HISTORICAL

The Amazing Legacy of Rudolf Diesel—Development of the Diesel engine (California Standard).

Evolution of the Oil Industry—Primitive and modern oil history, including drilling of the Drake well (U. S. Bureau of Mines).

Lever Age—Development of the Machine Age from primitive times (Shell).

The Long Road—History and development of motor fuel (Ethyl Corp.).

LUBRICATION

Lubrication—Theory of friction and use of lubricants (U. S. Bureau of Mines).

Lubrication of the Gasoline Engine—Principles of friction and lubrication (Shell).

Principles of Lubrication—Need for lubricants, their properties and action (United World Films).

The Story of Lubricating Oil—Refining and use of lubricating oil (Indiana Standard).

MARKETING

Looking Ahead—Importance of the service station, and oil industry operations behind it (Ethyl Corp.).

Merchant of Main Street—Work, qualities and importance of the service station dealer (Sun).

OIL AND WORLD WAR II

Battle for Oil—Consumption and transportation of oil during the war (Esso).

Humble's Four Star War Products—Humble Oil and Refining Co.'s wartime production of 100-octane gasoline, toluene, butadiene and Butyl rubber (Humble).

Oil for Victory—Problems in building pipe lines (Esso).

Victory's Oil—Oil use in modern war, showing variety of products, and transportation methods (API).

PRODUCTION

Birth of an Oil Field—Drilling methods and petroleum geology (Shell).

Oil—Operations of Humble Oil & Refining Co.'s production department (Humble).

REFINING

A Switch in Time—A student's trip through a refinery (California Standard).

Crude Oil Distillation—Modern crude distilling methods (Shell).

Design for Power—Development of modern gasoline (Esso).

Flames of Progress—Gasoline combustion in a cylinder (Ethyl).

Gasoline for Everybody—Oil exploration, production, transportation and refining (Ethyl).

Masters of Molecules—Non-technical story of refining (The Texas Co.).

Refining Crude Oil—Oil refining and uses. Film recommended for school use only (Encyclopaedia Britannica Films).

Refining of Petroleum—Story of the oil refinery. Film recommended for school use only (Bray Pictures Corp.).

Seeing Is Believing—Performance of various gasolines (California Standard).

Story of Gasoline—Gasoline refining processes and gasoline performance (U. S. Bureau of Mines).

RESEARCH AND CHEMISTRY

Bouncing Molecules—Molecular structure of various hydrocarbons, including petroleum (Esso).

Friction Fighters—Research in developing oil alloys for lubricants (Esso).

Gasoline's Amazing Molecules—Animated molecules tell the story of gasoline production, use and performance (Indiana Standard).

Oil for Aladdin's Lamp—Variety of oil products developed by research chemists (Indiana Standard).

The Years Ahead—Development of gasoline from its earliest days (Richfield Oil Corp., Los Angeles).

SAFETY

Screw Drivers and Screw Jays—How to improve bad traffic manners (Shell).

That They May Live—Importance of proper instruction in learning to drive automobiles safely (General Petroleum).

TRANSPORTATION

Highway for Oil—Origin and growth of Humble Pipe Line Co. (Humble Oil & Refining Co.).

Pipe Line—Story of one pipe line's construction and use (Shell).

Tanker—Tanker operation during World War II and a typical tanker voyage (The Texas Co.).

Underground River—Building of a crude pipe line from West Texas to Illinois (Magnolia Petroleum).

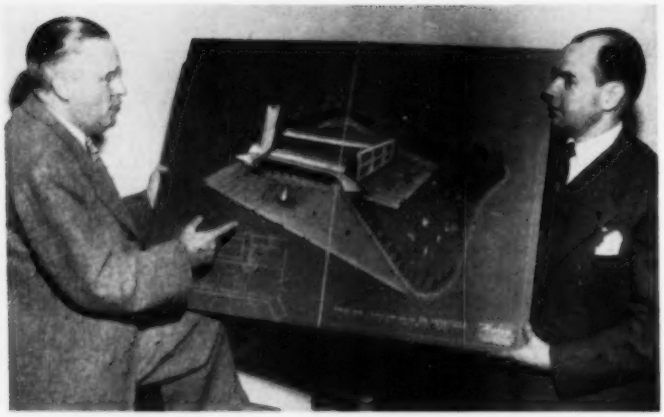
BARREL PUMPS

The same fine characteristics that contribute to the long, service-free life of Bennett Gasoline Pumps are inherent in an extensive line of barrel pumps — Illustrated, Model 606, quart measuring.

JOHN WOOD COMPANY
BENNETT PUMP DIVISION

Muskegon, Mich. • Toronto, Ontario
Offices in Principal Cities

Makers of Bennett Gasoline Pumps, Eco Tire Gators, Islander Air-Water Units, Bennett Highboy Lube-Oil Dispensers, and Bennett Hand Transfer Pumps for petroleum distillates and lubricants, and alcohol.



The oil industry's service center will cater to the comfort of visitors at the Chicago Fair of 1950. Ray Shaw (left), president of Chek-Chart Corp. and general chairman of the service center, is shown here pointing out the chief features of the center to Crosby Kelly, executive manager of the fair. The exhibit will tell the role played by oil in building America

Public Will Relax, Learn About Oil At Industry's Chicago Fair Center

By NPN Staff Writer

CHICAGO—The oil industry's traditional policy of free service to the public will be exemplified in its exhibit at the Chicago Fair of 1950 which opens June 24 on the lakeshore site of the former Railroad Fair.

Eighteen companies and oil industry associations joined together to form the Midwest Petroleum Marketers Assn. which was set up to sponsor the project. It is estimated that more than two million persons will visit the Oil Industry Service Center this summer and learn how petroleum has played a principal role in providing ever higher standards of American living.

In planning and erecting the exhibit, Chicago oil men performed in the industry's best traditions of moving fast and decisively to overcome apparently insurmountable obstacles. The first meeting to discuss the possibilities of having an industry exhibit was held on April 20. Opening date of the fair was scheduled for June 24—just 65 days later.

During those few intervening weeks, the industry had to raise a sizeable sum of money, form a legal entity to sponsor the project, decide on what kind of an exhibit would be held, draw plans for a large building equipped with a theater and outside picnic grounds, find a contractor who would do the job quickly, sign a contract with the fair, and dispose of a myriad other problems which arose day by day.

As a sideline on how rapidly the project moved once it got under way, it might be noted that the building contractor had most of his job done before his contract papers with the association were ready to be signed.

What Center Will Offer

Primary purpose of the Oil Industry Service Center is to provide fair visitors with comforts and conveniences for rest and relaxation which they won't find anyplace else on the grounds.

A lounge inside the service center building is equipped with a large number of restful chairs and settees. Outside in the picnic area, visitors may sit at tables under gaily colored umbrellas to eat their lunches.

The walls of the center are covered with dramatic murals depicting the story of how the more than 2,000 petroleum products serve the American public. Attendants at an information booth will answer questions about the fair, about Chicago, or about travel anywhere in the nation. Road maps, of course, will be available. Weather and time reports and news about special events will be offered, and checking facilities and public telephones will be available. Industry moving pictures will be shown in a small theater.

A feature of the service center will be large rest rooms which fair visitors are invited to use free of charge. Attendants will be on duty at all times to keep the rest rooms spotlessly clean and to assist the guests in any way possible. There will be no tipping permitted.

In the words of the sponsoring committee, "the whole idea of the center is to make it an unforgettable example of the concern for the comfort and convenience of the other fellow that oil companies customarily show their patrons, as well as another testament to the magnificent achievements of American industry, commerce, agriculture and science."

Near Pageant Site

The service center will be located on the fair's main plaza, opposite the outdoor theater, where the pageant, "Frontiers of Freedom," will be presented several times daily. This pageant will depict how free enterprise helped expand the nation's boundaries throughout its history. The part played by the petroleum industry in the nation's industrial development will be shown in several scenes.

Most dramatic of these will be one showing the "blowing in" of Spindletop in 1901. A 45-foot high oil derrick, gushing simulated crude, will move across the gigantic stage as the commentator explains that America's greatest industrial development began with the discovery of oil in large quantities.

Men Who Did Work

The sponsoring companies selected Ray Shaw, president of Chek-Chart Corp., as general chairman of the exhibit, and Charles J. Wood of the Harry P. Dunn Co. as vice chairman. Members of the executive committee are Herman M. Allen of Sinclair Refining Co., W. J. Gerwe of Socony-Vacuum Oil Co. and Bruce McFarland of Standard Oil Co. (Indiana).

Members of the Service Center Committee, besides Mr. Allen, Mr. Gerwe and Mr. McFarland, are Earl G. Bennett of E. I. duPont de Nemours & Co., James E. Boudreau of the Ethyl Corp., C. D. Carlson of Continental Oil Co., Douglas Campbell of the Pure Oil Co., B. L. Majewski of Deep Rock Oil Corp., Brown Meece of Globe Oil & Refining Co., W. F. Murdy of The Texas Co.; Arthur S. Pentland of Shell Oil Co., E. L. Stauffacher of Cities Service Oil Co. and M. E. Vorhees of Phillips Petroleum Co.

Committee chairmen for the project were C. A. Peterson of Pure, architecture, engineering and construction; W. G. Taylor of Texaco, purchasing; C. H. Austin of Indiana Standard, legal counsel; F. S. Elliot of Indiana Standard, treasurer; Douglas Campbell of Pure, publicity and public relations; Wesley I. Nunn of Indiana Standard, advertising; Dwight Benton of Indiana Standard, finance, and W. J. Arnold of Pure, budget.

(List of oil companies and associations contributing to the center, as well as non-contributory groups appears in NPN June 14, p. 13.)

REVOLUTIONARY 4" AND 6" TRUCK TANK VALVES

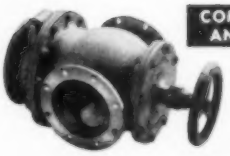
OFFER WEIGHT SAVING OF AS MUCH AS 50 TO 100 LBS. PER VALVE

New, exclusive, lightweight pressed steel bodies also give added strength, greater efficiency

Many oil companies are cutting operating costs by increasing pipe sizes on tank trucks so as to speed up unloading time. On gasoline trucks, they use sizes to 4", and on fuel oil trucks, sizes to 6". For utmost economy and efficiency, they equip these units with Philadelphia Valve Co. valves that save as much as 50 to 100 lbs. in weight per valve, yet have been tested to pressures of 400 lbs. per sq. in. without leakage! These valves are durable, resist abuse, and are so tough they stand up well even in accidents and fires.

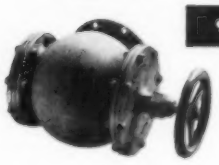
Their secret lies in their revolutionary construction. They are made with our exclusive, patented lightweight pressed steel bodies, which completely eliminate the use of heavy castings and at the same time give added strength. An increased number of bolts keeps the lightweight, round flanges securely tight; these valves won't leak even at high pressures. The 4" valves have eight $\frac{3}{4}$" S.A.E. bolts; the 6" valves, twelve $\frac{3}{4}$" bolts.

Send today for catalog #170, which illustrates and describes our complete line.



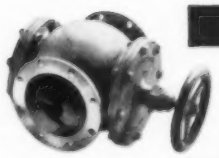
COMBINATION CROSS AND CHECK VALVES

Standard 4" valve weighs only 29½ pounds! Swing check uses aluminum disc holder to cut weight to minimum and offer smallest possible flow resistance. Disc can easily be replaced by removing bolted bonnet. Spring-loaded, self-tightening stuffing box is bronze, as are bonnet and stem. These valves can be furnished with additional bottom outlet, and are also available with rigid disc which can quickly be converted to swing-check type.



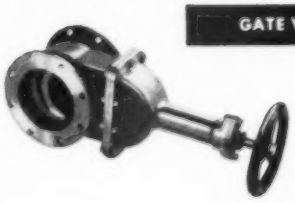
90° ANGLE VALVES

Save up to 100 pounds! For instance, a 6" valve weighs only 35 pounds, against the 135 of the ordinary cast-iron angle valve. Bolted bonnet allows easy removal of stem and disc assembly. Disc is cork and thiokol, to make it oil- and gasoline-resistant. Valve seat is machined brass casting insert; can quickly be replaced if necessary. Same types of spring-loaded stuffing box, bonnet, and stem as in combination cross and check valves. Made in both 4" and 6" sizes.



CROSS VALVES

Same specifications as angle valves, except equipped with additional outlet. Also can be supplied with extra side outlet.



GATE VALVES

Made in 4" and 6" sizes in either heat-treated aluminum, bronze, or galvanized malleable iron. 4" aluminum valve weighs only 16 pounds; 6" weighs only 39 pounds! The aluminum and malleable iron valves have bronze inserted seats. In all valves, the gates are of bronze, and are lapped in for gasoline service. Gates are floating split-wedge type to insure positive closure and perfect sealing. Valves are quick-opening because dual-threaded stem enables disc to rise on stem while stem rises in bonnet. Spring-loaded, self-tightening stuffing box can be repacked under pressure if necessary.

PHILADELPHIA VALVE COMPANY

3415 ARAMINGO AVENUE **PHILADELPHIA 34, PA.**

PACIFIC COAST DISTRIBUTORS:

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Oil Markets

J. P. Mosher, Jr., Market Editor, NPN and Platt's OILGRAM Price Service, 50 West 50th St., New York (20), COLumbus 5-1695
Other OILGRAM News Bureaus: Cleveland (13), 1215 West 3rd St., CHerry 1-7672 • Chicago (5), 59 East Van Buren St., HArrison 7-5262 • Tulsa (2), 801 World Building, 5-7132 • Washington (4), 1046 National Press Building, NAtional 3477 • Houston (2), 320 First National Bank Bldg., ATwood 0412.

Heating Oil Price Protection Plans Spread in Midwest; Gasoline Markets Continue Strong in Most Areas

The industry had a variety of marketing facts to evaluate with the approach of summer. June itself has brought about a marketing development of some importance. The month to date in some areas, particularly along the northern Atlantic Seaboard and parts of the Middle West, has been the coldest June on record, and this despite late spring two and three-day heat waves.

The spread of price protection on heating oils in the Midwest, the reappearance of offerings to eastern buyers of West Coast light fuel (Pacific Specification 200) in cargoes, and higher gasoline octane ratings in the Midwest were a few of the factors to be weighed by the nation's refiners and marketers.

The Armed Services Petroleum Purchasing Agency got barely adequate coverage on its recent tenders for 80 oct. "all purpose" gasoline and jet fuel. See p. 54 for details.

Meanwhile, one prime question, oil imports, still was left open with little change of early settlement. If the opponents of imports have their way, the East Coast may be hard pressed to find heavy fuel at current prices to cover its needs, according to trade reports.

Changes in refinery prices for the most part were on the upside for gasoline and heavy fuel. Heating oils eased somewhat in the Midwest and Mid-Continent. The most general move affected No. 6 fuel oil, up 5c per bbl. on the lows to $1.65 in Oklahoma, North and East Texas.

Wholesale buyers were stepping up more than recently to make sure their requirements were covered. At the Gulf, over a dozen cargoes were sold open spot, most of them at "premium" prices, and the products ranged from 86 oct. Research regular-grade gasoline down to heavy fuel.

Indications generally pointed to fairly well held supply. "Distress" lots of fuel oils at refineries and terminals were notably absent this season.

In the Mississippi heavy sour producing area, Esso Standard Oil Co. boosted its crude takings by approximately 3,800 b/d. The company notified producers in the Eucutta, West Heidelburg and Yellow Creek fields that it will take current allowables from certain leases it holds in those fields, effective start of business June 9. This represents an increase from 50 b/d to 100 b/d per well in Heidelburg, and from 50 b/d to 75 b/d per well in Yellow Creek.

Price protection to retail customers on summer fills of heating oils was gaining headway in the Midwest. The offers have been made by many supplying companies, according to an NPN check.

Most refiners said they have had price protection plans in effect since June 1. While the plans were similar in most respects to those of last year, the supply situation this year is different. Few refiners look for any reductions in tank wagon prices for light fuels this summer. They point out that present over-all inventories are "low" and the outlook for next winter is one of tightness.

In general, Midwest refiners who have summer price protection plans have informed their retail customers they will guarantee lowest company price on product delivered during June, July and August.

One Midwest refiner said he was studying possibility of allowing his jobbers and distributors to pass on company's price protection plan to their customers. Mostly, refiners said they felt jobbers and distributors should assume the risk themselves.

Other Midwest reports coming to NPN pointed to higher octane ratings in the Great Lakes Pipe Line. It was said the line has been accepting 90 Research oct. premium-grade gasoline for transmission in its system since June 1, and that the line is expected to be cleared of 88 Research oct. premium by July 1, or shortly thereafter. An increase in the octane ratings of the "O" and "R" regular grades also reportedly is under consideration by shippers in the line.

Gasoline prices were firm to rising in most districts. Three cargoes of regular grade, 86 oct. Research, were sold at the Gulf at 11c; suppliers' prices for this grade ranged upward from 10.75c.

At New York Harbor, tank car and barge prices for regular and premium-grades were higher in amounts ranging from 0.15 to 0.25c per gal. Barge quotations for regular-grade at New York ranged upward from 12.25c per gal.

Central Michigan gasoline prices were up on the lows for all grades by 0.5c per gal.

In Oklahoma, prices for third grade were up 0.125c, ranging upward from 9.375c per gal., Group 3.

While gasoline prices generally were described as "strong," some "shading" on prices for range oil and No. 2, mostly by small refiners, occurred in the Midwest.

Kerosine and No. 1 fuel were offered at lower prices in Kansas and Oklahoma.

While prices for heating oils eased slightly at some inland points, they continued firm on the Atlantic Seaboard. Sales of No. 2 fuel in cargo lots took place at 7.25c, the Gulf, which compared with low-quoted 7c of three refiners on sales to regular outlets. The unfilled demand for No. 2 at the Gulf prompted some California PS 200 to appear at 6.5c, FOB Los Angeles.

Trend in lubricating oil prices continued upward. In Pennsylvania, cylinder stocks were quoted higher in amounts ranging from 0.5 to 1c per gal.

Additional increases, generally 1c per gal., were made by refiners in their prices for South Texas pale and red oils.

Export demand was more active for Penna.-Grade and Mid-Continent bright stocks and solvent oils, according to reports. Sizeable foreign inquiries were in the market.

Summary of Daily Gasoline Prices (June 13 through June 19)

	Monday June 19	Friday June 16	Thursday June 15	Wednesday June 14	Tuesday June 13
Motor Gasoline 93 Oct. R (Premium):					
N.Tex.(For shpt. to Tex.&N.M. dest'ns)	(1)12-12(1)	(1)12-13(1)	(1)12-13(1)	(1)12-13(1)	(1)12-13(1)
W.Tex.(For shpt. to Tex.&N.M. dest'ns)	12(1)	12(1)	12(1)	12(1)	12(1)
E. Tex. (Truck Trasp.)	11.75(1)	11.75(1)	11.75(1)	11.75(1)	11.75(1)
Cent. W. Tex. (Truck Trasp.)	12(1)	12(1)	12(1)	12(1)	12(1)
Motor Gasoline 88 Oct. R (Premium):					
Oklahoma (Group 3)	(1)10.875-11.625(1)	(1)10.875-11.625(1)	(1)10.875-11.625(1)	(1)10.875-11.625(1)	(1)10.875-11.625(1)
Midwestern (Group 3 basis)	(1)10.875-11.625(1)	(1)10.875-11.625(1)	(1)10.875-11.625(1)	(1)10.875-11.625(1)	(1)10.875-11.625(1)
N.Tex.(For shpt. to Tex.&N.M. dest'ns)	(2)11.5-12.75(1)	(2)11.5-12.75(1)	(2)11.5-12.75(1)	(2)11.5-12.75(1)	(2)11.5-12.75(1)
W.Tex.(For shpt. to Tex.&N.M. dest'ns)	11.5(1)	11.5(1)	11.5(1)	11.5(1)	11.5(1)
E. Tex. (Truck Trasp.)	11.5(2)	11.5(2)	11.5(2)	11.5(2)	11.5(2)
Cent. W. Tex. (Truck Trasp.)	11.5(1)	11.5(1)	11.5(1)	11.5(1)	11.5(1)
Motor Gasoline 86 Oct. R (Premium):					
Oklahoma (Group 3)	(1)10.875-11.375(1)	(1)10.875-11.375(1)	(1)10.875-11.375(1)	(1)10.875-11.375(1)	(1)10.875-11.375(1)
W.Tex.(For shpt. to Tex.&N.M. dest'ns)	(1)11.5-12(1)	(1)11.5-12(1)	(1)11.5-12(1)	(1)11.5-12(1)	(1)11.5-12(1)
E. Tex. (Truck Trasp.)	(1)11.5-12.5(1)	(1)11.5-12.5(1)	(1)11.5-12.5(1)	(1)11.5-12.5(1)	(1)11.5-12.5(1)
Motor Gasoline 84 Oct. R (Regular):					
N.Tex.(For shpt. to Tex.&N.M. dest'ns)	(1)10.75-11(1)	(1)10.75-11(1)	(1)10.75-11(1)	(1)10.75-11(1)	(1)10.75-11(1)
W.Tex.(For shpt. to Tex.&N.M. dest'ns)	10.5(1)	10.5(1)	10.5(1)	10.5(1)	10.5(1)
E. Tex. (Truck Trasp.)	10.5(1)	10.5(1)	10.5(1)	10.5(1)	10.5(1)
Cent. W. Tex. (Truck Trasp.)	11.25(1)	11.25(1)	11.25(1)	11.25(1)	11.25(1)
Motor Gasoline 82 Oct. R (Premium):					
Oklahoma (Group 3)	(3)10.125-10.375(1)	(3)10.125-10.375(1)	(3)10.125-10.375(1)	(3)10.125-10.375(1)	(3)10.125-10.375(1)
Midwestern (Group 3 basis)	(4)10.125-10.5(1)	(4)10.125-10.5(1)	(4)10.125-10.5(1)	(4)10.125-10.5(1)	(4)10.125-10.5(1)
N.Tex.(For shpt. to Tex.&N.M. dest'ns)	(2)10.5-11.2(1)	(2)10.5-11.2(1)	(2)10.5-11.2(1)	(2)10.5-11.2(1)	(2)10.5-11.2(1)
W.Tex.(For shpt. to Tex.&N.M. dest'ns)	10.5(1)	10.5(1)	10.5(1)	10.5(1)	10.5(1)
E. Tex. (Truck Trasp.)	(2)10.5-11(1)	(2)10.5-11(1)	(2)10.5-11(1)	(2)10.5-11(1)	(2)10.5-11(1)
Cent. W. Tex. (Truck Trasp.)	10.5(1)	10.5(1)	10.5(1)	10.5(1)	10.5(1)
Motor Gasoline 80 Oct. R (Regular):					
Oklahoma (Group 3)	(3)10.125-10.375(1)	(3)10.125-10.375(1)	(3)10.125-10.375(1)	(3)10.125-10.375(1)	(3)10.125-10.375(1)
N.Tex.(For shpt. to Tex.&N.M. dest'ns)	10.5(1)	10.5(1)	10.5(1)	10.5(1)	10.5(1)
W.Tex.(For shpt. to Tex.&N.M. dest'ns)	(1)10.5-11(1)	(1)10.5-11(1)	(1)10.5-11(1)	(1)10.5-11(1)	(1)10.5-11(1)
E. Tex. (Truck Trasp.)	----	----	----	----	----
Cent. W. Tex. (Truck Trasp.)	----	----	----	----	----
Motor Gasoline 60 Oct. M & below:					
Oklahoma (Group 3)	(1)9.25-9.625(3)	(1)9.25-9.625(3)	(1)9.25-9.625(3)	(1)9.25-9.625(3)	(1)9.25-9.625(3)
Midwestern (Group 3 basis)	(1)9.375-9.625(1)	(1)9.375-9.625(1)	(1)9.375-9.625(1)	(1)9.375-9.625(1)	(1)9.375-9.625(1)
N.Tex.(For shpt. to Tex.&N.M. dest'ns)	(1)9.625-10.5(1)	(1)9.625-10.5(1)	(1)9.625-10.5(1)	(1)9.625-10.5(1)	(1)9.625-10.5(1)
W.Tex.(For shpt. to Tex.&N.M. dest'ns)	(1)9.875-10.25(1)	(1)9.875-10.25(1)	(1)9.875-10.25(1)	(1)9.875-10.25(1)	(1)9.875-10.25(1)
E. Tex. (Truck Trasp.)	(2)9.625-10.5(1)	(2)9.625-10.5(1)	(2)9.625-10.5(1)	(2)9.625-10.5(1)	(2)9.625-10.5(1)
Cent. W. Tex. (Truck Trasp.)	(1)9.5-10.4(1)	(1)9.5-10.4(1)	(1)9.5-10.4(1)	(1)9.5-10.4(1)	(1)9.5-10.4(1)
Motor Gasoline 93 Oct. R (Premium):					
New York harbor	(1)14.35-14.6(1)	(1)14.35-14.6(1)	(1)14.35-14.6(1)	(1)14.35-14.6(1)	(1)14.35-14.6(1)
New York harbor, barges	(1)14.1-14.5(1)	(1)14.1-14.5(1)	(1)14.1-14.5(1)	(1)14.1-14.5(1)	(1)14.1-14.5(1)
Philadelphia	(1)14.25-15(1)	(1)14.25-15(1)	(1)14.25-15(1)	(1)14.25-15(1)	(1)14.25-15(1)
Philadelphia, barges	14.15(1)	14.15(1)	14.15(1)	14.15(1)	14.15(1)
Baltimore	(1)12.5-14.6(1)	(1)12.5-14.6(1)	(1)12.5-14.6(1)	(1)12.5-14.6(1)	(1)12.5-14.6(1)
Baltimore, barges	(1)12.4-13.25(1)	(1)12.4-13.25(1)	(1)12.4-13.25(1)	(1)12.4-13.25(1)	(1)12.4-13.25(1)
Motor Gasoline 90 Oct. R (Premium):					
New York harbor	(2)13.35-13.85(1)	(2)13.35-13.85(1)	(2)13.35-13.85(1)	x(2)13.35-13.85(1)	(1)13.2-13.85(1)
New York harbor, barges	(2)13.25-13.75(1)	(2)13.25-13.75(1)	(2)13.25-13.75(1)	x(2)13.25-13.75(1)	(2)13.15-13.75(1)
Philadelphia	14.25(1)	14.25(1)	14.25(1)	14.25(1)	14.25(1)
Philadelphia, barges	14.15(1)	14.15(1)	14.15(1)	14.15(1)	14.15(1)
Baltimore	(1)12.5-14.65(1)	(1)12.5-14.65(1)	(1)12.5-14.65(1)	(1)12.5-14.65(1)	(1)12.5-14.65(1)
Baltimore, barges	12.4(1)	12.4(1)	12.4(1)	12.4(1)	12.4(1)
Motor Gasoline 86 Oct. R (Regular):					
New York harbor	(3)12.35-13.2(1)	(3)12.35-13.2(1)	(3)12.35-13.2(1)	x(3)12.35-13.2(1)	(1)12.2-13.2(1)
New York harbor, barges	(3)12.25-13(1)	(3)12.25-13(1)	(3)12.25-13(1)	x(3)12.25-13(1)	(2)12-13(1)
Philadelphia	(1)13-13.5(2)	(1)13-13.5(2)	(1)13-13.5(2)	(1)13-13.5(2)	(1)13-13.5(2)
Philadelphia, barges	12.9(1)	12.9(1)	12.9(1)	12.9(1)	12.9(1)
Baltimore	(3)11.5-12.1(1)	(3)11.5-12.1(1)	(3)11.5-12.1(1)x	(3)11.5-12.05(1)	(3)11.0-12.05(1)
Baltimore, barges	(1)11.4-12.9(1)	(1)11.4-12.9(1)	(1)11.4-12.9(1)	(1)11.4-12.9(1)	(1)11.4-12.9(1)
Motor Gasoline:					
Western Penna., Bradford-Warren:					
86 Oct. R (Prem)	14(2)	14(2)	14(2)	14(2)	14(2)
83 Oct. R (Regular)	12.75(2)	12.75(2)	12.75(2)	12.75(2)	12.75(2)
Western Penna., Oil City:					
86 Oct. R (Prem)	(1)13.2-13.7(1)	(1)13.2-13.7(1)	(1)13.2-13.7(1)	(1)13.2-13.7(1)	(1)13.2-13.7(1)
83 Oct. R (Regular)	(1)12.2-12.7(1)	(1)12.2-12.7(1)	(1)12.2-12.7(1)	(1)12.2-12.7(1)	(1)12.2-12.7(1)
Western Penna., Pittsburgh:					
86 Oct. R (Prem)	(1)13-13.7(1)	(1)13-13.7(1)	(1)13-13.7(1)	(1)13-13.7(1)	(1)13-13.7(1)
83 Oct. R (Regular)	12.7(2)	12.7(2)	12.7(2)	12.7(2)	12.7(2)

Note: Research octane ratings, indicated by the letter "R", are minimum ratings. Motor method octane ratings, where used, are indicated by the letter "M".

GULF COAST

Supplies Ease Despite Heavy Demand

The mid-June Gulf cargo market moved at a faster clip than at any period so far this year. Demand continued active, both for prompt and long-term liftings. Offerings, however, were appearing on market with greater frequency than in the recent past.

A total of about 12 cargoes were sold open spot in addition to the usual quantities that move from refineries to regular outlets. Prices were unchanged in what one source described as a "firm but not a run-away market."

Sales of regular-grade gasoline, 86 oct. Research, ranged in price from 10.75 to 11c per gal., the former on forward liftings and the latter on prompt. Prompt gasoline of "quality" grade continued closely held.

The largest single transaction the past week was one involving four cargoes of 86 oct. Research regular gasoline to a refiner-buyer, price to be "low *Oilgram*, date of lifting, with minimum of 10.75c." Liftings were said to be scheduled from August to October. On more prompt deliveries, sales of a T2 and one 60,000-bbl. lot were disclosed at 11c. In addition, a small quantity of regular-grade, 83 oct. Research, was sold at 10.5c. Prices quoted by suppliers for this grade ranged from 10.5 to 11c per gal.

There continued active interest from buyers of fuel oils, and, contrary to the recent past, more offerings were available. Most sellers asked for "premiums" on generally quoted lots of No. 2 and bunker "C" fuels.

Four cargoes of bunker "C" fuel were said to have been sold, three to a refiner-buyer and one lot for shipment up the Mississippi. Prices reportedly ranged from "*Oilgram* low" to "10c over." An offering of 26,000 bbls. of bunker "C" fuel was made to a Chicago buyer for August at "low *Oilgram*, Gulf Cargoes." Currently, bunker "C" fuel prices reported by suppliers ranged upward from $1.65 per bbl.

Kerosine and No. 2 fuel also were offered to up-river buyers at "0.125c over the low" in unspecified quantities for shipment over the next heating season.

Both suppliers and cargo traders stressed the "sub-

Explanations of Price Tables

The reader's attention is directed to the following explanations which apply to the Summary of Daily Gasoline Prices appearing on page 43 and the price tables appearing on pages 46-51 of this issue:

The letter "X" indicates a change in price; if the change is on the low of the price range, the "X" is adjacent to the low; if the change is on the high of the price range, the "X" is adjacent to the high; a change from one flat price to a higher or lower flat price, or elimination of the low of a price range, is indicated with an "X" to the left of the new price; elimination of the high of a price range is indicated with an "X" to the right of the new price.

In the Gulf Coast Cargo price table on page 49, the parenthetical figures after each price indicate the number of companies quoting that price.

In all other price tables, the parenthetical figures before and after prices, indicate the number of companies quoting the lows and the highs of the price ranges; no attempt is made to indicate the number of companies whose prices are within the lows and the highs, and therefore no attempt is made to indicate the number of companies contacted for prices for each product. Nearly 200 primary suppliers (refiners and tanker terminal operators), plus an even larger number of other sources (jobbers, compounders, consumers, distributors, brokers, tank car marketers, etc.) are contacted for prices at regular intervals.

stantial nature" of the demand underlying the market. One inquiry for 300,000 bbls. of No. 2 fuel for August remained unfilled. There was a South American requirement for four cargoes, one of kerosine, one of No. 2 fuel and the balance gasoline, kerosine and gas oils.

One refiner declared it will be necessary for him to buy approximately 2,000,000 bbls. of No. 2 fuel over and above his own manufacture for the coming heating season; of this amount he has covered only 240,000 bbls., he added.

ATLANTIC COAST

New York Gasoline Prices Advance

Prices for gasoline were higher at New York Harbor by from 0.15 to 0.25c per gal. the past week, while quotations in other East Coast terminal districts were firm and generally unchanged. Sales were relatively slow, for gasoline was offered sparingly and fuel oil demand was seasonal. However, evidence of large forward demand continued.

Following advances by several Independent suppliers at New York, prices for 86 oct. Research regular gasoline ranged upward from 12.35c, tank cars, and 12.25c, barges. Premium gasoline, 99 oct. Research, prices also were higher, ranging from 13.25 to 13.85c in tank cars and from 13.25 to 13.75c in barge lots.

East Coast sources said it was significant that offerings of light and heavy fuels were relatively light for the season. Buyers in many instances were reported holding off, particularly on No. 2 fuel, in hopes that the 0.4c summer discount offered by some suppliers to New Jersey resellers would spread up and down the seaboard. While the discount was more generally offered in New Jersey, most sources said they saw no signs of its spreading. One supplier commented that if discounts on heating oils fail to show up at either Providence or New Haven, then, he said, it appeared unlikely to him that discounts would spread from New Jersey. These two New England points are the "most susceptible to price cutting tactics" of any along the seaboard, he declared.

Suppliers for the most part appeared confident of the future demand, for no instances of "distress" heating oils or heavy fuel were reported.

No trading in heavy fuel was disclosed. One major was reported making "feeler" inquiries for "off-price" No. 6 fuel at New York, although indications continued that most quantities were held for $2.05, the generally quoted barge price.

WESTERN PENNA.

Cylinder Stock Prices Up 0.5 to 1 c

A general firming in cylinder stocks was reported by most refiners and buyers in Western Penna. in the week ended June 17. All grades were priced higher. Buyers also were seeking substantial quantities of bright stock, and some further firming in prices was indicated. While neutrals remained strong, activity in these oils was less pronounced.

Quotations for cylinder stock ranged from 12.5 to 13.5c for 600 s.r., 13.5 to 15c for 650 s.r., 15.5 to 16.5c for 600 flash, all up 0.5c on the low. Three refiners quoted 630 flash at 18c, up 1c on the low.

While offers to buy cylinder stocks at "premium" prices were disclosed, only small lots of the various grades were said to be available. Purchase of "small quantity" of 630 flash at 18c, for resale, was disclosed. Some sources stated that 600 s.r. was obtainable while other grades of cylinder stock "were not being offered for immediate shipment." One large refiner declared he was sold up on all grades through July, adding that he could not offer against another refiner's inquiry for even a single car of 600 flash. Another refiner stated that he had been bid 15c for 650 s.r.

Among the many inquiries in the market for cylinder stocks was one for "more than 15,000 bbls." of 650 s.r. Scarcity of offerings was result of heavy shipments to railroads and delayed shipments to foreign buyers, some sources stated.

Purchase of 25 pour 200 neutral at 18.5c for resale, was reported. Both 25 pour 200 neutral and 25 pour bright stock were quoted to the trade from 18 to 19c.

Foreign buyer was in the market for about 11,000 bbls. of 25 pour bright stock, for July lifting, and purchase of about 4,000 bbls. of 25 pour bright was disclosed by large refiner-buyer. Several sales to refiner-buyers and other resellers at 18c, the low quoted price, also were reported. Some buyers declared they could only partially cover their requirements at that price. One refiner who bought at 18c stated that three transports was the maximum he could obtain without freight charges adding substantially to cost.

Good gasoline sales and steady shipments of fuel oil were reported by most sellers in the field.

Scale wax shipments were "fairly steady", some refiners said. Refiners of petrolatum reported increased inquiry for finished grades. Foreign buyers were seeking 3,000 drums of white and amber. One refiner said he had orders on his books for 1,800 bbls. of the two grades.

MID-CONTINENT

Heavy Fuel Prices Rise

Heavy fuel prices were higher in several Mid-Continent districts the past week, while several refiners lowered their distillate fuel quotations. Open market demand for gasoline increased. Lubricating oil picture also continued to brighten from refiners' standpoint, with "premiums" being offered for South Texas lubes in some instances.

Few sales in the open market were disclosed. One refiner in Kansas reported two, one involving 20,000 bbls. "at the low," and one involving 10,000 bbls. at "10c per bbl. over the low" on No. 6 fuel. Both transactions

NPN Gasoline Index

	Cents Per Gal. Dealer T.W.	Tank Car
June 19	12.12	11.26
Month Ago	12.11	11.21
Year Ago	12.21	11.26

Dealer index is an average of dealer tank wagon prices ex tax in 50 cities.

Tank car index is weighted average of following wholesale markets for regular-grade gasoline. FOB refineries or terminals: Okla., Midwestern, W. Penna., Calif., N. Y. Harbor, Philadelphia, Jacksonville, Boston and Gulf Coast.

were for shipment during June, FOB Group 3. Bulk of gasoline, heavy fuel and lubricating oils continued to move against contracts, according to trade reports.

Several refiners in Oklahoma, North Texas and East Texas raised their No. 6 fuel quotations during the week, with this product ranging upward from $1.65 per bbl. in most areas. Majority of sources asserted that $1.65 price for No. 6 was "steady," with buyers generally unwilling to exceed it, and suppliers unwilling to sell beneath it. One Oklahoma broker pointed out one case in which he offered No. 6 oil for sale at 2.5c per bbl. "over the low," and had no immediate takers. Several midwestern brokers still were trying to obtain long range contracts on Nos. 5 and 6 fuels, it was reported.

Increased demand for gasoline was indicated in most areas, especially in North Texas, Kansas and Oklahoma. Three refiners, two in Kansas and one in Oklahoma, said they feared they would run short of gasoline by July 1, because of current heavy regular-customer demand. The Oklahoma refiner asserted that month of June probably would be largest gasoline month he had ever had.

Open market demand generally was strongest for "pipe line quality" gasoline, according to most sources. In Kansas, however, one refiner said that out of 210,000 bbls. of third-grade gasoline he had in storage at beginning of month, he would have only 40,000 bbls. left by end of month. Most brokers, on the other hand, described tank car gasoline market as "dead."

"Premiums" were being offered for South Texas lubes during the week, one refiner stated. Pale and red oils from 100 to 750 viscosity were drawing offers of 0.5c "over the low," while 1,200 and 2,000 viscosity were being offered "at the highs of ranges" (14.5 and 15.5c, respectively), he said. Other sources agreed that both Mid-Continent and South Texas lubes were in good demand.

Inventories of distillate fuels still were not too large, according to most refiners, although demand has eased considerably in past few weeks. Several refiners lowered their quotations slightly for kerosine, range oil and No. 1 fuel in some areas.

MIDWESTERN (Chicago-E. St. Louis Area)
No. 6 Fuel Again Commands Spotlight

Despite humid hot weather and resulting dip in industrial requirements of second fuel, spotlight focused on No. 6 fuel in the Midwest the second week of June.

Conflicting reports presented a somewhat confused market picture with several refiners indicating they were backing away from any new heavy fuel business, both immediate and season-wise, and tank car marketers disclosing they were receiving larger and more numerous offerings of material for resale.

While some marketers said they were in a position to sell over the season at "low publication," others reported difficulty locating more than nominal supplies for the season for resale "at the low."

Midwest refiners' prices for No. 6 fuel flattened to $1.65 per bbl., Group 3, up 5c on the low with four quoting. Some buyers were said to be standing off from these prices in anticipation of a "summertime weakness" that refiners said would not develop this month or in July. One sale of 5,000 bbls. of No. 6 fuel at $1.60, Group 3, for resale, was disclosed for June shipment to Chicago area consumer.

Buying interest in other products for the most part was slack. Sale of 10 cars of refined regular-grade 82 Research oct. gasoline at 9.875c, Group 3, was reported by a marketer. Quotations reported by Midwest refiners ranged from 10.125 to 10.5c for 82 Research regular.

Prices for third-grade (60 M oct. and below) gasoline advanced 0.125c on the low to range from 9.375 to 9.625c, following like increase by a refiner.

Trading in light fuels was confined to one-car sales. A refiner disclosed sales of No. 2 fuel at 7.5c; marketers at 7.125c and 7.25c, Group 3. Like quantities of range oil were sold by marketers at 7.625c and 7.75c, Group 3; by a refiner at 7.875c, Group 3. Generally, sources said range oil was "easy;" No. 2 fuel "somewhat firm."

CHICAGO DISTRICT
Trading Quiet; All Products Steady

Except for a slight shifting about on the range lows for distillate fuels, prices were steady in Chicago District in mid-June. Trading was light in all products.

Gasoline was held closely by refiners as local demand and requirements to keep lake tankers moving drew heavily on inventories in Whiting-E. Chicago area. The product was a dull item at river terminals.

With barge arrivals, supplies of heavy fuel at water terminals have eased and some operators were in a position to offer more freely to consumers. Chicago area refiners, however, guarded their supplies, one declaring he would be most of the summer "paying back what I owe."

Prices for range oil ranged from 10.2 to 10.625c, down from 10.25c on the low; No. 2 fuel ranged from 9.2 to 10.125c, up from 9.15c on the low following price "adjustments" by two sellers.

Spot transport sales of range oil at 10.2c and 10.25c, Chicago District, for local delivery were disclosed. Some small-lot sales of No. 2 fuel also were said to have been made at 9.2c and 9.25c.

CENTRAL MICHIGAN
Large Inquiries Support Residual Market

Large inquiries for heavy fuel from both regular customers and newly converted industrial plants seeking to cover their requirements for one year continued to give strength to Central Michigan residual fuels in week ended June 17. Movement of gasoline to regular accounts was heavy, refiners said. Light fuels were steady.

Tightness in heavy fuels became more apparent as big users began placing next winter orders with brokers, jobbers and refiners. Insistence and size of conversions from coal sent regular customers to their suppliers for contracts or guarantees that their regular needs would be filled.

In spite of unusual summer strength for heavy fuel, Central Michigan refiners' prices were unchanged. In Detroit, however, a large supplier was said to have advanced his delivered prices 0.25c for three grades of heavy fuel. His new quotations of 9c for No. 4, 8.25c for No. 5 and 8c for No. 6, had not been met by other large suppliers by the end of the week. Central Michigan quotations for No. 5 fuel ranged from 7 to 8c; No. 6 from 6.75 to 7.5c, FOB refineries.

Crude Oil Prices

No changes reported in crude oil prices during week ended June 17. For complete crude price schedules see p. 47-48 of May 31 NPN.

OIL PRICE SECTION

Prices at Refineries and Terminals and by Tank Wagon

PRICES IN EFFECT JUNE 19

Prices herewith are reproduced from Platt's OILGRAM Daily Oil Price Service, associated with National Petroleum News, whose representatives in all NPN-OILGRAM offices devote their time exclusively to reporting oil industry prices everywhere.

Prices shown in tables are sales prices or quotations or general offers or posted prices by refiners, by pipeline terminal operators, and by tanker terminal operators; for current sales and shipments; for the business day or period stated; except Tank Wagon prices, prices are for bulk lots such as tank car, truck transport, barge; prices applying to barges or cargoes or truck transport lots only, so designated; FOB refineries or terminals; in cents per gal., except per bbl. where $ sign is shown; wax and petrolatums in cents per pound; ex all fees and taxes; for crude oil and its products lawfully produced and transported; reported as received by *OILGRAM* and National Petroleum News but not guaranteed; for subscribers' private use only and not for resale or distribution or publication. During periods of short supply, some sellers, and at times all sellers, withhold quotations to new customers or the posting of firm prices but give *OILGRAM* the prices they otherwise would quote to the trade in general and which they confine to their regular customers only. Octane ratings are ASTM; Research Method ratings, indicated by letter R, are minimum ratings; Motor Method ratings are indicated by letter M. Parenthetical figures before and after prices indicate number of companies quoting the lows and highs of the ranges. For further details of price conditions apply to any *NPN—OILGRAM* office or see back of any *OILGRAM* Price Service invoice.

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GASOline

OKLAHOMA (Group 3)

88 Oct. R Prem.	(1)10.875–11.625(1)
86 Oct. R Prem.	(1)10.875–11.375(1)
82 Oct. R Reg.	(3)10.125–10.375(1)
80 Oct. R Reg.	(3)10.125–10.375(1)
60 Oct. M & below	(1)9.25–9.625(3)

MIDWESTERN (Group 3 basis)

88 Oct. R Prem.	(1)10.875–11.625(1)
82 Oct. R Reg.	(4)10.125–10.5(1)
60 Oct. M & below	(1)9.375–9.625(1)

N. TEX. (For shpt. to Tex. & N.M. dest'ns.)

93 Oct. R Prem.	(1)12–13(1)
88 Oct. R Prem.	(2)11.5–12.75(1)
84 Oct. R Reg.	(1)10.75–11(1)
82 Oct. R Reg.	(2)10.5–11.2(1)
80 Oct. R Reg.	10.5(1)
60 Oct. M & below	(1)9.625–10.8(1)

W. TEX. (For shpt. to Tex. & N.M. dest'ns.)

93 Oct. R Prem.	12(1)
88 Oct. R Prem.	11.5(1)
86 Oct. R Prem.	(1)11.5–12(1)
84 Oct. R Reg.	10.5(1)
82 Oct. R Prem.	10.5(1)
80 Oct. R Reg.	(1)10.5–11(1)
60 Oct. M & below	(1)9.875–10.25(1)

E. TEX. (Truck tmspt.)

93 Oct. R Prem.	11.75(1)
88 Oct. R Prem.	11.5(2)
86 Oct. R Prem.	(1)11.5–12.5(1)
84 Oct. R Reg.	10.5(1)
82 Oct. R Reg.	(2)10.5–11(1)
80 Oct. R Reg.	....
60 Oct. M & below	(2)9.625–10.5(1)

CENT. W. TEX. (Truck Transpt.)

93 Oct. R Prem.	12(1)
88 Oct. R Prem.	11.5(1)
84 Oct. R Reg.	11.25(1)
82 Oct. R Reg.	10.5(1)
80 Oct. R Reg.	....
60 Oct. M & below	(1)9.5–10.4(1)

ARK. (For shipment to Ark. & La.)

86 Oct. R Prem.	11.1(2)
80 Oct. R Reg.	10.5(1)
60 Oct. M & below	9.375(1)

KANSAS (For Kansas destinations only)

88 Oct. R Prem.	11.1(2)
86 Oct. R Prem.	(1)11.25–12(1)
82 Oct. R Reg.	10.1(2)
80 Oct. R Reg.	(1)10.25–11(1)
60 Oct. M & below	(1)9.4–10.1875(1)

WESTERN PENNA.
Bradford-Warren:

86 Oct. R Prem.	14(2)
83 Oct. R Reg.	12.75(2)

OH City:

86 Oct. R Prem.	(1)13.2–13.7(1)
83 Oct. R Reg.	(1)12.2–12.7(1)

Pittsburgh:

86 Oct. R Prem.	(1)13–13.7(1)
83 Oct. R Reg.	12.7(2)

CENTRAL MICHIGAN
(FOB Central Michigan refineries)

90 Oct. R Prem.	(2)14–14.5(1)
86 Oct. R Prem.	(1)13–14.25(1)
84 Oct. R Reg.	(3)13–13.5(1)
82 Oct. R Reg.	(1)12.25–12.5(1)
Str. run gasoline, excl. Detroit shpt.	(5)10.5–12.125(1)

OHIO—Quotations of S. O. for delivery to Ohio points:

83 Oct. R Reg.	13.5

CALIFORNIA

Los Angeles dist.:	
80-82 Oct. M Prem.	(1)12.5–16.1(1)
74-76 Oct. M Reg.	(1)11–13.6(2)
San Fran. dist.:	
80-82 Oct. M Prem.	(1)15.85–16.6(1)
74-76 Oct. M Reg.	(1)13.85–14.1(1)
San Joaquin Valley:	
80-82 Oct. M Prem.	(1)15.85–16.6(1)
74-76 Oct. M Reg.	(1)13.85–14.1(1)

LUBRICATING OILS

WESTERN PENNA.

Prices are for sales made, or offers reliably reported, to jobbers & compounders only.

VISCOUS NEUTRALS—No. 3 col. Vis. at 70° F. 200 Vis. (180 at 100°) 420-425 ff.

0 p.t.	21.5(2)
10 p.t.	20.5(2)
15 p.t.	19.5(2)
25 p.t.	(3)18–19(1)

150 Vis. (143 at 100°) 400-405 ff.

0 p.t.	(1)19.5–20.5(1)
10 p.t.	(1)18.5–19.5(1)
15 p.t.	(1)17.5–18.5(1)
25 p.t.	(2)17–18(1)

Bright Stock.

145-155 vis. at 210°, 540-550 ff., No. 8 col.	
10 p.t.	20.5(2)
15 p.t.	19.5(2)
25 p.t.	18–19

CYLINDER STOCKS:

600 S.R. filterb'l.	x(1)12.5–13.5(4)
650 S.R.	x(1)13.5–15(2)x
600 ff.	x(1)15.5–16.5(3)
630 ff.	x18(3)

MIDCONTINENT LUBES

FOB Tulsa basis. Bright Stocks, vis. at 210°. Neutrals, vis. at 100°, 0-10 p.p.

Neutral Oils—Conventional

Pale Oils	Col.	
60-85 vis.	2	x(1)10.75–11(1)
95-110 vis.	2	x(1)11–11.25(1)
150 vis.	3	x12(2)
180 vis.	3	(1)12.25–12.5(1)
200 vis.	3	12.5(3)
250 vis.	3	(2)13–14(1)
280 vis.	3	(1)13–14(1)
300 vis.	3	(1)13.5–14(1)

Bright Stock—Conventional

200 vis. D:	
10-25 p.p.	21(1)
150-160 vis. D:	
0-10 p.p.	(1)18–18.5(1)
10-25 p.p.	(1)17.5–18.5(1)
120 vis. D:	
0-10 p.p.	(1)17–17.5(1)

Bright Stock—Solvent

150-160 vis. 0-10 p.p., 95 v.i.	(1)19.5–21.5(1)x

Neutral Oils—Solvent

170-180 vis., 98 v.i.	(2)12–14.75(1)x
200-210 vis., 90-95 v.i.	(2)13.5–15(1)x
300 vis., 95 v.i.	(1)15–15.5(1)
900 s.r. olive green	14(2)

SOUTH TEXAS (Neutral Oils)

(Vis. at 100° F. FOB refineries for domestic and/or export shipment.)

PALE OILS:

VIS.	COLOR	
100	1½-2½	x10.5(5)
200	No. 2-3	x11.5(5)
300	No. 2-3	x12.25(5)
500	No. 2½-3½	x13(5)
750	No. 3-4	x13.75(5)
1200	No. 3-4	x14.5(4)
2000	No. 4	x15.5(5)

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Marketer of Petroleum Products

NEW ENGLAND PETROLEUM CORPORATION

New York Boston

Refinery & Terminal Prices (Continued)

PRICES IN EFFECT JUNE 19

(SOUTH TEXAS Cont'd.)

RED OILS:

100 No. 5-6	10.5(4)
200 No. 5-6	x11.5(5)
300 No. 5-6	x12.25(5)
500 No. 5-6	x13(5)
750 No. 5-6	x13.75(5)
1200 No. 5-6	x14.5(5)
2000 No. 5-6	x15.5(5)

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KEROSINE, GAS & FUEL OILS

OKLAHOMA (Group 3)

41-43 w.w.	(2)8.375-9(1)
42-44 w.w.	(1)8.375-9.125(1)
Range oil	(1)7.875-8.75(1)
58 & above D.I. diesel	(1)8.25-8.625(2)
No. 1 p.w.	(1)7.875-8.625(1)
No. 1 straw	(1)7.875-8.625(1)
No. 2 straw	(1)7.375-8.5(1)
No. 3	(1)7.25-7.5(1)
No. 6	x(3)$1.65-1.75(1)

MIDWESTERN (Group 3 basis)

41-43 w.w.	(1)8.375-9(1)
42-44 w.w.	(1)8.375-9.125(1)
Range oil	7.875(1)
58 & above D.I. diesel	(1)8.25-8.75(1)
No. 1 p.w.	(1)7.875-8.5(1)
No. 2 straw	(1)7.375-7.875(2)
No. 6	x$1.65(4)

N. TEX. (For shpt. to Tex. & N.M. dest'ns.)

41-43 w.w.	(2)8.5-9.25(1)
42-44 w.w.	(1)8.75-9(1)
58 D.I.	(1)8-8.75(1)
No. 2 straw	(1)8-8.25(1)
No. 6 fuel	x$1.65(1)

W. TEX. (For shpt. to Tex. & N.M. dest'ns.)

41-43 w.w.	
42-44 w.w.	10.5(1)
No. 1 straw	9.25(2)
No. 2 straw	(1)8.5-9.25(1)
No. 6 fuel	(1)$1.60-1.80(1)

E. TEX. (Truck trnspt.)

41-43 w.w.	(1)8.6-9.25(1)
42-44 w.w.	(1)8.6-9.5(1)
58 & above D.I. diesel	(1)8-9(1)
No. 2 fuel	(1)8-9.25(1)
No. 6	x$1.65-1.75(2)

CENT. W. TEX. (Truck trnspt.)

41-43 w.w.	(1)9-9.5(1)
58 & above D.I. diesel	(1)8.75-9.25(1)
U.G.I. gas oil	8.5(1)
No. 1 fuel	9.25(1)
No. 2 fuel	9(1)
No. 5 fuel	
No. 6 fuel	(1)$1.65-2.00(1)

KANSAS (For Kansas destinations only)

42-44 w.w.	x(1)8.6-9.875(1)
58 & above Diesel	(1)8.8-9.5(1)
No. 1 fuel	x(1)8.3-9.625(1)
No. 2 fuel	(1)7.75-9.375(1)
No. 4 fuel	$2.75(1)
No. 5 fuel	(1)$2.00-2.27(1)
No. 6 fuel	(2)$1.65-1.77(1)

ARK. (For shipment to Ark., La.)

42-44 w.w.	8.5(1)
Tractor fuel	9.125(1)
Diesel fuel 52 & below	x8(1)
Diesel fuel 58 & above	x8.375(1)
No. 2 fuel	x7.625(1)
No. 3 fuel	x7.125(1)
No. 4 fuel	$2.15(1)
No. 5 fuel	$1.95(1)
No. 6 fuel	$1.80(1)

WESTERN PENNA.

Bradford-Warren:

Kerosine	9.75(4)
No. 1 fuel	
No. 2 fuel	(1)8-8.5(1)
No. 3 fuel	(1)9-9.25(1)
36-40 gravity	(1)8.75-9.25(1)

Oil City:

Kerosine	10(3)
No. 1 fuel	9.5(2)
No. 2 fuel	(2)9-9.5(1)
No. 3 fuel	(1)9-9.25(1)
36-40 fuel	(1)9-9.25(1)

Pittsburgh:

Kerosine	10(3)
No. 1 fuel	9.625(1)
No. 2 fuel	(1)9.375-9.5(1)
No. 3 fuel	9(1)
36-40 fuel	9(2)

CENTRAL MICHIGAN

(FOB Central Michigan refineries.)

Range oil	(2)11-11.8(1)
46-49 w.w. kero.	(1)11.05-11.8(1)
P.W. distillate	(1)10.75-11.5(1)
No. 2 light straw	(2)10-10.75(1)
No. 3 straw	(2)10-10.75(1)
U.G.I. gas oil	(1)8-10(1)
No. 5 fuel	(3)7-8(2)
No. 6 fuel	(3)6.75-7.5(1)

OHIO—Quotations of S.O. Ohio for delivery to Ohio points.

Kerosine	11.5

CALIFORNIA

San Joaquin Valley:

40-43 w.w.	x12.2(2)
Heavy fuel (PS 400)	$1.55(2)
Light fuel (PS 300)	$2.10(2)
Diesel fuel (PS 200)	(1)10-11.5(1)
Stove dist. (PS 100)	(1)11.5-13(1)

Los Angeles:

40-43 w.w.	x11.6(3)
Heavy fuel (PS 400)	x(2)$1.45-1.50(3)
Light fuel (PS 300)	(1)$1.85-2.00(3)
Diesel fuel (PS 200)	(1)7.5-11(2)
Stove dist. (PS 100)	(1)8.5-12.5(2)

San Francisco:

40-43 w.w.	x12.1(2)
Heavy fuel (PS 400)	$1.55(2)
Light fuel (PS 300)	$2.10(2)
Diesel fuel (PS 200)	(1)10-11.5(1)
Stove dist. (PS 100)	(1)11.5-13(1)

Natural Gasoline

(Group 3 & Breckenridge prices are to blenders on freight Basis shown below. Shipments may originate in any Mid-Continent manufacturing district.)

FOB GROUP 3

Grade 26-70	5.125(Quarter)

FOB BRECKENRIDGE

Grade 26-70	4.625(Quarter)

VENTALARM®
WHISTLING OIL TANK FILL SIGNAL
So quick, so accurate — with faster fills . . .
Saves time and money — and stops all spills.
Write SCULLY SIGNAL CO., 79 First St., Cambridge 41, Mass.
Canadian Licensee: EMPIRE BRASS MFG. CO., Ltd., Toronto, Ontario

OIL PRICE SECTION

Refinery & Terminal Prices (Continued)

PRICES IN EFFECT JUNE 19

CHICAGO DISTRICT PRICES

Prices to jobbers & distributors in tank car and/or truck transport lots FOB refineries, pipe line terminals and inland waterway barge terminals.

Motor Gasoline

99 Oct. R Prem.	(2)11.25-13.5(1)
88 Oct. R Prem.	(1)13.15-13.25(1)x
84 Oct. R Reg.	(1)12.25-12.5(1)
82 Oct. R Reg.	(1)12-12.375(1)

Light Fuel Oils

Range oil	(1)10.2-10.625(1)
No. 2 Fuel	(1)9.2-10.125(1)

Heavy Fuel Oils

No. 5, low sulfur	(1)7.7-7.9(1)
No. 5, high sulfur	(1)7.45-7.75(1)
No. 6, low sulfur	7(1)
No. 6, high sulfur	(2)6.6-6.75(1)

WAX

WESTERN PENNA. (F.C., in Bulk)

White Crude Scale:

122-124 A.m.p.	(1)3.25-3.75(2)
124-126 A.m.p.	(1)3.25-3.75(2)

SEABOARD

Melting points are AMP, 3° higher than EMP. Prices are for carload lots; domestic prices are FOB refinery; scale in bags or bbls.; fully refined, slabs loose. Export prices are FAS; scale in bags or bbls.; fully refined in bags or cartons.

Crude Scale	New Orleans Export	N.Y. Domestic	N.Y. Export
124-6 sh.		4.75(2)	(1)4.65-4.75(1)
Fully Refined:			
123-5	6.35(2)		
125-7	6.35(3)	(1)7.05-7.2(1)	
128-30	6.35(3)	(1)7.05-7.2(1)	
130-32	6.40(1)	7.15(1)	
133-5	6.45(3)	(1)7.15-7.3(1)	
135-7	6.6(2)	7.45(1)	
138-40	7.05(3)	(1)7.75-7.9(1)	
143-5	7.3(2)	(1)8-8.15(1)	
149-51	10.05(1)	11.5(1)	

NAPHTHAS AND SOLVENTS

(FOB Group 3)

Stoddard solvent	10.875(3)
Cleaners naphtha	11.375(2)
V.M.&P. naphtha	(3)11.375-11.625(1)
Mineral Spirits	10.375(4)
Rubber solvent	11.375(3)
Lacquer diluent	(2)11.625-11.875(1)
Benzol diluent	12.625(3)

WESTERN PENNA.

Oil City:

Stoddard solvent	13(1)

Pittsburgh:

Untreated naphtha	12.75(1)
Stoddard solvent	13(3)

OHIO—Quotations of S.O. Ohio for delivery to Ohio points:

VM&P Naphtha	16.5
Mineral Spirits & Stoddard Solvent	15.5
Rubber Solvent	14.375

E. TEXAS (Truck Transpt.)

Stoddard Solvent	(1)10-10.75(1)

CENT. W. TEX. (Truck Transpt.)

Stoddard Solvent	10.25(1)

KANSAS (For Kan. Dest'n. only)

Stoddard Solvent	11.375(1)

ATLANTIC COAST

	V.M.&P. Naphtha	Mineral Spirits
New York Harbor	15.5(4)	14.5(5)
Philadelphia	(3)15-15.5(1)	(4)13.5-14.5(1)
Baltimore		14(3)
Boston	16(4)	15(5)
Providence		15(5)

ATLANTIC & GULF COASTS

Prices are of refiners, FOB their refineries & tanker terminals, and of tanker terminal operators, FOB their terminals. Ships' bunkers prices are exclusive of lighterage.

District	93 Oct. R Prem. Gasoline	90 Oct. R Prem. Gasoline	86 Oct. R Reg. Gasoline	83 Oct. R Reg. Gasoline	Kerosine-No. 1 Fuel
N. Y. Harbor	(1)14.35-14.6(1)	x(2)13.35-13.85(1)	x(3)12.35-13.2(1)		9.2(19)
do barges	(1)14.1-14.5(1)	x(2)13.25-13.75(1)	x(3)12.25-13(1)		8.1(19)
Albany	(1)14.45-14.7(3)	(1)14.45-14.7(2)	13.2(7)		9.4(8)
Baltimore	(1)12.5-14.6(1)	(1)12.5-14.05(1)	(3)11.5-13.1(1)x		9.3(10)
do barges	(1)12.4-13.25(1)	12.4(1)	(1)11.4-12.9(1)		9.2(4)
Baton Rouge	....	....	....	11.2(1)	9.2(1)
do barges	....	....	....	11.1(1)	....
Boston	(1)14.45-15.2(1)	(1)14.45-14.7(3)	13.2(8)	12.2(1)	9.3(14)
Charleston	(1)12.9-14.2(1)	(1)12.6-13(1)	(1)11.9-12.2(1)	....	9.4(5)
Corpus Christi	(1)12-13.25(1)x	x12(1)	(1)11-11.25(1)x	....	....
Houston	(1)12-13.3(1)	11.75(1)	(2)11-11.5(1)	....	(1)9.25-10.25(1)
do barges	(1)12-13.3(1)	(1)11.5-12(1)	(2)11-11.3(1)	....	(1)8.25-9.25(1)
Jacksonville	13.3(2)	(1)12.55-13.3(4)	(1)11.8-12.3(8)	....	10(11)
Miami	13.3(1)	(1)13.3-13.6(1)	(1)12.3-12.6(1)	....	10(3)
Mobile	x13.1(2)	13.1(1)	x12.1(3)	....	8.8(8)
New Haven	14.5(2)	14.5(1)	13(3)	....	9.3(7)
New Orleans	12.4(1)	11.8(1)	11.4(1)	(1)11.4-11.5(1)	(1)9.2-9.3(1)
do barges	12.4(1)	11.8(1)	11.4(1)	(1)11.3-11.5(1)	8.95(1)
Norfolk	(1)12.5-14.2(1)	(1)12.5-12.8(1)	(1)11.5-12.2(1)	....	(5)8.5-9.6(1)
Pensacola	....	13.1(1)	12.1(1)	....	9.8(2)
Philadelphia	(1)14.25-15(1)	14.25(1)	(1)13.15-13.2(2)	....	9.2(10)
do barges	14.15(1)	14.15(1)	12.5(1)	....	9.1(7)
Pt. Everglades	13.3(1)	13.3(3)	12.3(4)	....	10(6)
Portland	(1)14.55-14.8(2)	(1)14.55-14.8(1)	13.3(4)	....	9.4(8)
Providence	(1)14.45-14.7(2)	(1)14.45-14.7(1)	13.2(5)	....	9.3(9)
Savannah	13.3(2)	(2)13-13.3(2)	(2)12-12.3(6)	....	x(1)9.7-10(8)
Tampa	13.1(2)	(1)13-13.6(1)	(1)12-12.6(1)	....	9.8(7)
Wilmington, N. C.	(1)12.75-14.15(2)	12.8(1)	(1)11.75-12.15(2)	11.75(1)	9.5(7)

District	No. 2 Fuel	Gas House Gas Oil	No. 5 Fuel (9-10 p.t.)	No. 5 Fuel (15-60 p.t.)	Diesel Oil Shore Plants (50 cet., 55 d.t.)
N. Y. Harbor	8.1(20)*	8.2(2)	(8)2.55-2.70(1)	$2.35(1)	(5)8.3-8.6(1)
do barges	8(20)*	8.1(1)	(8)2.52-2.65(2)	2.32(1)	....
Albany	8.3(10)	8.4(1)	3.04(1)	....	8.7(4)
Baltimore	8.2(11)	8.3(1)	2.55(1)	2.35(1)	8.6(3)
do barges	8.1(5)	....	2.52(1)	2.32(1)	....
Baton Rouge	7.9(1)	8.3(1)	....	2.05(1)	8.3(1)
do barges	....	....	....	2.02(1)	....
Boston	8.2(18)	8.25(1)	2.59(1)	2.50(6)	8.6(3)
Charleston	8.1(4)	....	....	2.30(2)	8.5(2)
Houston	(1)8.25-8.5(2)	....	....	....	(1)8-8.5(2)
do barges	x7.25(2)	....	2.25(1)	....	....
Jacksonville	x9(8)	....	....	....	9(6)
Miami	x9(1)	....	....	....	9(2)
Mobile	8.9(2)	....	....	....	8.9(1)
New Haven	8.2(10)	....	....	....	(3)8.6-8.7(1)
New Orleans	(1)7.9-8.2(3)	....	....	....	(1)8.2-8.6(2)
do barges	7.45(1)	....	....	....	....
Norfolk	(5)8.2-8.8(1)	8.6(1)	....	2.35(2)	8.6(3)
Pensacola	8.9(1)	....	....	....	8.7(1)
Philadelphia	8.2(10)	8.3(1)	2.70(2)	2.55(5)	8.6(7)
do barges	8.1(8)	....	....	....	....
Pt. Everglades	x8.3(4)	....	....	....	9(1)
Portland	8.3(8)	8.4(1)	....	....	(3)8.7-10.1(1)
Providence	8.2(9)	8.25(1)	2.585(2)	2.585(2)	8.6(3)
Savannah	x(1)8.7-9(5)	....	....	2.45(1)	9(1)
Tampa	x(5)8.9-9(1)	....	....	....	8.9(6)
Wilmington, N. C.	(6)8.4-8.6(1)	8.4(1)	....	....	8.5(2)

(*) Discount of 0.4c is offered by some suppliers to New Jersey resellers.

District	No. 6 Fuel	No. 6 Fuel Barges	Bunker C Fuel Ships' Bunkers	Heavy Diesel Ships' Bunkers	Light Diesel Ships' Bunkers (45 cet., 45 d.t.)
N. Y. Harbor	(10)$2.05-2.10(1)	$2.05(12)	$2.05(10)	3.23(3)	$3.48(5)
Albany	2.35(1)	....	....	....	....
Baltimore	2.08(5)	2.05(3)	2.05(3)	3.23(1)	3.48(4)
Baton Rouge	1.78(1)	1.75(1)	1.75(2)	3.03(1)	3.28(1)
Boston	2.10(9)	2.10(5)	2.10(4)	....	3.52(3)
Charleston	2.03(2)	2.00(3)	2.00(3)	....	3.48(2)
Corpus Christi	1.78(1)	1.75(1)	(2)1.75-1.90(1)	3.15(1)	....
Houston	(3)1.75-1.80(1)	1.75(7)	(9)1.75-1.85(2)	(4)3.03-3.10(1)	(4)3.28-3.36(1)
Jacksonville	2.02(6)	1.99(6)	1.99(6)	....	3.78(5)
Miami	1.98(1)	1.95(2)	1.95(3)	....	3.78(2)
Mobile	1.88(1)	1.85(1)	1.85(1)	....	....
New Haven	2.05(3)	2.05(1)	2.05(2)	....	....
New Orleans	1.78(3)	1.75(3)	1.75(4)	3.03(2)	3.28(3)
Norfolk	2.08(3)	2.05(4)	2.05(4)	....	3.48(4)
Pensacola	....	2.00(1)	2.00(1)	....	....
Philadelphia	2.08(7)	2.05(7)	2.05(7)	3.23(2)	3.48(5)
Pt. Everglades	1.98(2)	1.95(2)	1.95(3)	....	3.78(4)
Portland	2.13(2)	2.10(1)	2.10(1)	....	3.61
Providence	2.075(5)	2.075(2)	2.075(3)	....	(1)3.52-3.61(1)
Savannah	2.03(4)	2.00(4)	2.00(5)	....	3.78(4)
Tampa	1.92(5)	1.89(3)	1.89(5)	....	3.73(5)
Wilmington, N. C.	....	....	....	....	3.48(3)

Research octane ratings, indicated by the letter "R", are minimum ratings. Motor Method octane ratings, where used, are indicated by the letter "M".

Refinery & Terminal Prices (Continued)

PRICES IN EFFECT JUNE 19

GULF COAST—CARGOES, DOMESTIC & EXPORT, ALL PORTS

Cargo prices are FOB ship at Gulf, minimum of 20,000 bbls., and are by refiners only to other refiners, export agents, or tanker terminal operators. The figure in parentheses after each price indicates the number of companies quoting that price.

Aviation Gasoline	
Grade 115/145 (AN-F-48)	17.25(2)
Grade 100/130 (AN-F-48)	16(3)–16.25(1)
Grade 91/98 (AN-F-48)	14.5(1)–15.25(1)
Grade 80 (AN-F-48)	14.25(1)
Motor Gasoline	
93 Oct. R (Premium)	11.75(1)–12(4)
90 Oct. R (Premium)	11.25(1)–11.5(2)–11.75(1)
86 Oct. R (Regular)	10.75(1)–11(3)–11.25(1)
83 Oct. R (Regular)	10.5(1)–10.75(2)–11(1)
79 Oct. R	10.25(1)–10.75(1)
70-72 Oct. M Leaded	9.5(1)–9.75(4)–10.5(1)
Kerosine & Light Fuels	
41-43 kerosine	8(2)–8.25(1)–8.5(2)–9(1)
No. 2 Fuel	7(2)–7.25(2)–8(2)
Diesel & Gas Oils	
43-47 Diesel index	7.125(3)–8.125(1)
48-52 Diesel index	7.25(3)–8.25(1)
53-57 Diesel index	7.375(3)–8.375(1)
Heavy Fuels	
No. 5 Fuel, 6-10 p.i.	$2.25(1)–2.35(2)
Bunker C Fuel	$1.85(2)–1.75(4)–1.80(1)

Research octane ratings, indicated by the letter "R", are minimum ratings. Motor Method octane ratings where used, are indicated by the letter "M".

AVIATION GASOLINE & JET PROPULSION FUELS

(Prices are for tank cars, barge or truck transport lots; aviation gasolines meet Specification AN-F-48, unless otherwise noted; jet fuel meets MIL-F-5616).

	Aviation Gasoline				
District	Grade 115/145	Grade 100/130	Grade 91/98	Grade 80	Jet Fuel (JP-1)
New York, N. Y.		(1)17.6-18.6(1)	(1)16.1-17.2(1)	(1)15.6-16.2(1)	
Boston, Mass.		18.2(1)	16.7(1)	15.95(1)	
Portland, Me.					
Phila., Pa.					
Baltimore, Md.		17.06(1)	16.46(1)	15.85(1)	
Norfolk, Va.		17.85(1)	16.35(1)	15.6(1)	
Charleston, S. C.		18(1)	16.5(1)	15.75(1)	
New Orleans, La. (Baton Rouge)		17(1)	15.5(1)	14.75(1)	
Houston, Tex.		(1)16.5-17.25(1)x	(1)15-15.75(1)x	(1)14.5-15(1)x	

TANKER MARKET REPORT

(Ocean Freight Rates)

Supplied by Distar Inc., New York, N. Y., oil & ship brokers and tank steamer chartering agents. All rates shown are on basis of tons of 2240 pounds, unless otherwise stated are for vessels over 14,000 TDW, and unless otherwise stated are in dollars per ton. For purposes of rate calculation only, it has been assumed that New York is the port of discharge whenever the range USNH appears. Approximate rates in cents per bbl. may be determined by dividing per-ton rate by following conversion factors: gasoline, 8.7; kerosine, 7.9; No. 2 fuel, 7.5; 30 gravity crude, 7.3; No. 5 fuel, 6.9; Bunker "C" fuel, 6.5. Due to widespread trade interest in last rates established by USMC, rates paid are shown in relation percentagewise to USMC rates in effect on June 30, 1948.

			LAST PAID	OWNERS ASK	Scheduled Rates 6-30-48
Gulf	USNH	(Clean)	$ 1.85(-35)	$ 2.00(-30)	$ 2.85
		(Dirty)	1.71(-40)	1.85(-1.71(-35-40)	2.85
NWI	U.K.-Continent		4.26(-35)	4.00(-27½)	6.55
Ras Tanura	U.K.-Continent		6.81(-37½)	6.81(-37½)	10.90
Ras Tanura	USNH		6.90(-45)	7.62(-40)	12.70
Los Angeles	USNH	(Clean)	5.81(-25)	5.81(-25)	7.75
		(Dirty)	4.46(-42½)	4.85(-40)	7.75

UNITED STATES FLAG

	VESSEL	TDW CARGO	TRADE		LIFTING
6/8	Merrimac	15,500	Clean	Los Angeles/USNH	$5.43(-30)	End June
6/9	Bulcrude	17,000	Clean	USGulf/USNH	1.85(-35)	End June
6/9	Louisiana Sun	15,500	Dirty	Corpus Christi/Baytown	71(-11)	End June
6/9	Spirit of Liberty	15,500	Dirty	Los Angeles/USNH	4.65(-40)	Mid July
6/10	Mormacfuel	15,500	Dirty	Estero Bay/Iceo	Flat 1.80	Early July
6/10	Mormacfuel	15,500	Dirty	Los Angeles/USNH	4.46(-42½)	Mid July
6/10	Crown Trader	15,500	Clean	Los Angeles/USNH	5.81(-25)	Mid July
6/13	Ivy	15,500	Dirty	USGulf/USNH	1.71(-40)	Early July

FOREIGN FLAG

6/7	Mosoll	10,000	Dirty	Venez./Mobile—2 Cargoes	2.21(-27½)	End June
6/7	Cyrus	15,500	Dirty	Lobitos/La Plata—Payable Sterling	5.93(-22)	End June
	Tryk-o	11,000	Dirty	Valona/Dieppe/Leap Rum	£ 19,000	Early June
	Bolglint	9,500	Dirty	Tampico/Malmo—6W, KR	31.25	Late July
	Gylfe	9,000	Dirty	NWI/UKCont.	*Flat 32/6d	July
	Agios Georgios V	15,000	Dirty	Ras Tanura/French Atlantic	7.00(-27½) (Payable Sterling)	July
	Oceania	17,000	Dirty	NWI/USNH	1.62(-40)	Mid July

*Is in mid instance MOT rate

Laid Up Tonnage

	June 11	May 19
U.S. T-2 and larger	1	1
U.S. Liberties	4	2
U.S. Miscellaneous	15	16
Panamanian	7	7
Other Foreign	2	1
Total	30	32

LAKE PORT TERMINAL PRICES

	Buffalo	Cleveland
96 Oct. R (Prem.)	15.5(2)	.....
86 Oct. R (Reg.)	14(3)	.....
Kerosine	11(3)	.....
Diesel Fuel	10.2(2)	.....
No. 1 Fuel	.....	.....
No. 2 Fuel	9.7(2)	.....
No. 5 Fuel	.....	8.7(1)
No. 6 Fuel	8.07(2)	8.35(1)
	Detroit	**Toledo**
96 Oct. R (Prem.)	.....	.....
86 Oct. R (Reg.)	.....	.....
Kerosine	.....	10.75(1)
Diesel Fuel	10.15(2)	9.25(1)
No. 1 Fuel	10.9(2)	10.35(2)
No. 2 Fuel	10.15(2)	9.1(2)
No. 5 Fuel	7.6(2)	7.75(3)
No. 6 Fuel	7.35(2)	7.5(3)

LPG PRICES

(Of refiners, FOB refineries, in cents per gal., tank cars or transport trucks)

District	Commercial Propane	Industrial Propane	Commercial Butane	Industrial Butane
N. Y. Harbor	6(1)	6(1)	.....	.....
Philadelphia	6.25(1)	6.25(1)	.....	.....
Baltimore	.....	.....	.....	.....
Hastings	.....	.....	.....	.....

PETROLATUMS

WESTERN PENNA.

(Bbls., carloads, tank car, 1 to 1.5c less)

Snow White	(1)5.75-7.25(2)
Lily White	(1)5.25-6.375(1)
Cream White	(1)5-6.125(1)
Light Amber	(2)4.125-4.5(1)
Amber	(1)3.875-4.25(1)
Red	3.875(2)

MID-CONTINENT LUBES AT GULF

(In packages, FAB, New Orleans; in bulk FOB terminals)

Bright Stock D color, Vis. at 210°	Steel Drums	Bulk
150 vis., 0-10 PP	21.25(1)	19(1)
Neutral Oil Col.		
200 vis.	.....	15.3(1)

PACIFIC COAST

(In Ships' Bunkers, Diesel Fuel or Deep Tank Lots)	Diesel Fuel (P.S. 200)	Bunker C Fuel (P.S. 400)
San Pedro, Calif.	$1.25(4)	$1.25(4)
San Francisco	3.56(4)	$1.26(4)
Portland, Ore.	3.77(4)	$1.55(4)
Seattle, Wash.	3.77(4)	$1.55(4)

MEXICAN BUNKER PRICES

	Mexican Gulf Ports U.S. Dollars per Bbl. Bunker C (Ships' Bunkers)	Diesel (Ships' Bunkers)
Tampico	$1.75	$3.75
Veracruz	$1.75	.....
Minatitlan	$1.75	3.75
	Pacific Coast	
Guaymas	$2.50	$3.95
Manzanillo	2.50	3.66
Salina Cruz	2.50	3.50

HARTOL
PETROLEUM CORPORATION
INDEPENDENT MARKETERS
Maine to South Carolina
630 FIFTH AVENUE, NEW YORK 20, N. Y.

OIL PRICE SECTION

Tank Wagon Prices

Prices for gasoline do not include taxes; they do, however, include inspection fees as shown in next column. Gasoline taxes, shown in separate column, include 1.5c federal, and state taxes; also city and county taxes as indicated in footnotes. Kerosine tank wagon prices also do not include taxes; kerosine taxes where levied are indicated in footnotes. Discounts, if any, are shown in footnotes. These prices in effect June 19, 1950, as posted by principal marketing companies at their headquarters offices, but subject to later correction.

Inspection fees per gal., included in both gasoline and kerosine prices, unless otherwise specified, as are follows:

Ala. 1/40c on gasoline; Ark. 1/20c; Fla. 1/8c; Ill. 3/100c; Ind. 2/25c; Kans. 1/100c; La 1/32c; Minn. 5/200c; Mo. 1/25c; Neb. 2/100c; Nev. 1/20c; N. C. 1/4c; N. D. 1/20c; Okla. 2/25c; S. C. 1/8c; S. D. 1/40c; Tenn. 2/5c; and Wisc. 3/100c.

Kerosine inspection fees only: Ala. 1/2c; Iowa 1/50c; Mich. 1/5c.

ATLANTIC REFINING

	Atlantic White Flash (Regular Grade) Gasoline T.W.	Gasoline Taxes	Kerosine T.W.
Philadelphia, Pa.	14.5	6.5	12.4
Pittsburgh	15.4	6.5	13.55
Allentown	15.1	6.5	13.0
Erie	15.4	6.5	13.55
Scranton	15.4	6.5	13.3
Altoona	15.4	6.5	13.55
Emporium	15.4	6.5	13.55
Indiana	15.4	6.5	13.55
Uniontown	15.4	6.5	13.55
Harrisburg	15.1	6.5	13.0
Williamsport	15.4	6.5	13.3
Dover, Del.	14.3	6.5	11.9
Wilmington	14.3	6.5	11.9
Boston, Mass.	14.4	4.5	----
Springfield	15.1	4.5	----
Worcester	14.6	4.5	----
Fall River	14.4	4.5	----
Hartford, Conn.	14.6	5.5	----
New Haven	14.3	5.5	----
Providence, R. I.	14.4	5.5	----
Atlantic City, N. J.	14.2	4.5	12.2
Camden	14.2	4.5	12.2
Trenton	14.2	4.5	12.2
Baltimore, Md.	14.1	6.5	----
Hagerstown	14.9	6.5	----
Richmond, Va.	14.1	7.5	13.0
Wilmington, N. C.	14.4	8.5	----
Brunswick, Ga.	13.3	8.5	----
Jacksonville, Fla.	14.9	8.5	----

	Mineral Spirits T.W.	V.M.&P. T.W.
Philadelphia, Pa.	14.5	16.5
Pittsburgh, Pa.	18.0	18.0

	Fuel Oils—T.W. 1	2	5	6
Phila., Pa.	12.4	11.2	7.17	5.95
Pittsburgh		12.15	----	----
Allentown	13.0	11.8	----	----
Wilmington, Del.	11.9	11.3	----	----
Dover	11.9	11.3	----	----
Springfield, Mass.		12.2	----	----
Worcester		11.7	----	----
Hartford, Conn.		11.5	----	----

Notes:

Kerosine—Thru Penna. & Del., add 2c per gal. for t.w. deliveries of less than 25 gals. at one time. Atlantic City & Camden, N. J.—Add 1c for deliveries of 100-299 gallons; 2c for deliveries of less than 100 gallons.

Gasoline T.W. prices are to dealers & consumers; kerosine T.W. prices to consumers.

Mineral Spirits prices also apply to Stoddard Solvent.

CONT'L OIL

(N. B. Prices are Continental's tankwagon prices. Current selling prices may vary from those shown because of local conditions.)

	Conoco Demand N-Jane (regular) Tank	Grd Wagon	Gasoline Taxes	Kerosine T.W.
Denver, Colo.	14.8	13.8	7.5	14.7
Grand Junc.	17.2	16.2	7.5	17.1
Pueblo	16.8	14.8	7.5	15.5
Casper, Wyo.	15.7	14.7	8.5	15.0
Cheyenne	15.7	14.7	8.5	15.6
Billings, Mont.	17.0		7.5	16.5
Butte	16.9		7.5	18.2
Great Falls	17.0		7.5	18.2
Helena	17.5		7.5	18.2
Salt Lake, U.	16.4	15.4	5.5	16.5
Twin Falls, Ida.	19.1	18.1	7.5	19.2
Albuquer. N.M.	16.2	15.2	9.0	15.1
Roswell	15.2	14.3	9.0	14.8
Santa Fe	16.9		9.5	15.4
Muskogee, Okla.	13.2	12.2	8.0	12.9
Oklahoma City	13.5	12.5	8.0	12.9
Tulsa	13.5	12.5	8.0	12.9

Taxes:

Gasoline tax column includes these city taxes: Albuquerque & Roswell, 9.5c; Santa Fe, 5c; Cheyenne, 1c; Casper, 1c.

Notes:

T.W. prices are to consumers and dealers.

HUMBLE OIL

	Humble (Regular) Tank Wagon	Retail	Gasoline Taxes
Dallas, Tex.	13.5	18.5	5.5
Ft. Worth	13.5	18.5	5.5
Houston	13.5	18.5	5.5
San Antonio	13.5	18.5	5.5

	Kerosine Tank Wagon	Retail
Dallas, Tex.	12.5	17.0
Ft. Worth	12.5	17.0
Houston	12.5	17.0
San Antonio	12.5	17.0

Notes:

T.W. prices are to all classes of dealers and consumers.

IMPERIAL OIL

	Esso Gasoline (Regular Grade) Gasoline T.W.	Gasoline Taxes	Kerosine T.W.
Hamilton, Ont.	23.0	11.0	23.7
Toronto	23.0	11.0	23.7
Brandon, Man.	29.9	9.0	30.6
Winnipeg	27.9	9.0	28.6
Regina, Sask.	26.6	10.0	27.3
Saskatoon	27.4	10.0	28.1
Edmonton, Alta.	21.4	9.0	22.1
Calgary	22.0	9.0	22.7
Vancouver, B. C.	21.0	10.0	24.2
Montreal, Que.	23.0	11.0	23.7
St. John, N. B.	21.0	13.0	22.7
Halifax, N. S.	21.0	13.0	22.7

Taxes:

Gasoline taxes are provincial taxes.

Notes:

Prices are per imperial gal. which is 1.2 U. S. gals.—T.W. prices are to divided & undivided dealers.

TEXAS CO.

	Fire-Chief Gasoline (Regular Grade) Dealer T.W.	Gasoline Taxes	Kerosine Dealer T.W.
Dallas, Tex.	13.5	5.5	12.50
Fort Worth	13.5	5.5	12.50
Wichita Falls	13.5	5.5	12.50
Amarillo	13.5	5.5	12.50
Tyler	13.5	5.5	12.50
El Paso	15.5	5.5	13.85
San Angelo	13.5	5.5	12.50
Waco	13.5	5.5	12.50
Austin	13.5	5.5	12.50
Houston	13.5	5.5	12.50
San Antonio	13.5	5.5	12.50
Port Arthur	13.5	5.5	12.50

Notes:

Dealer t.w. prices apply also to all classes of consumers with minimum delivery of 50 gals.

CALIFORNIA STANDARD

	CHEVRON (Reg. Regular) T.T.	Av. 80-87 T.T.	Gasoline Taxes	Base Kerosine T.T.
San Fran., Cal.	16.1	17.6	6.0	18.1
Los Angeles	13.6	17.1	6.0	17.6
Fresno	15.5	19.0	6.0	19.6
Phoenix, Ariz.	17.1	20.6	6.5	21.1
Reno, Nev.	16.8	20.3	7.0	20.8
Portland, Ore.	18.7	18.2	7.5	20.2
Seattle, Wash.	14.7	18.2	8.0	20.2
Spokane	17.6	21.1	8.0	24.1
Tacoma	14.7	18.2	8.0	20.2
Boise, Idaho	x18.5	23.0	7.5	24.5
Salt Lake, U.	16.4	19.4	5.5	16.5
Honolulu, T. H.	14.9	18.4	7.5	19.9
Fairbanks, Alaska	26.9	30.4	3.5	36.9
Juneau	16.1	19.6	3.5	21.6

Taxes:

Boise 7.5c tax applies to motor fuel only; avgas taxes are 1.5c federal, 2.5c state; Honolulu 7.5c tax applies to motor fuel only; avgas taxes are 1.5c federal, 4c territorial; Honolulu TT prices also do not include Hawaiian gross income tax of 1% to resellers, 2.5% to consumers.

California Standard (Cont.)

Notes:

Prices for Chevron Supreme (Premium) are 2c higher than Chevron (regular), except Utah which is 1.5c higher than Chevron (regular). Prices for Chevron Aviation 91/98 are 2c above Chevron Aviation 80/87; for Chevron Aviation 100/130, 5c above Chevron Aviation 80/87; for Chevron Aviation 115/145, 8c above Chevron Aviation 80/87.

Base kerosine t.t. prices, except at Salt Lake City, apply to deliveries of 40-199 gals. For other deliveries: less than 40 gals., add 4c; 200-399 gals., deduct 3c; 400 gals. & over, deduct 4c; tank car-truck trailer, deduct 5.5c.

x Effective June 14.

ESSO STANDARD

	Esso Gasoline (Regular Grade) Gasoline T.W.	Gasoline Taxes	Kerosine T.W.
Atlantic City, N. J.	14.2	4.5	12.2
Newark	14.2	4.5	12.2
Baltimore, Md.	14.1	6.5	12.1
Cumberland	15.3	6.5	13.5
Washington, D. C.	14.5	5.5	12.5
Danville, Va.	15.0	7.5	13.7
Petersburg	14.6	7.5	13.3
Norfolk	13.7	7.5	12.6
Richmond	14.1	7.5	13.0
Roanoke	15.9	7.5	14.6
Charleston, W. Va.	15.7	6.5	14.7
Fairmont	15.7	6.5	15.0
Parkersburg	15.6	6.5	14.0
Wheeling	15.6	6.5	15.0
Charlotte, N. C.	15.4	8.5	13.4
Hickory	15.8	8.5	13.8
Mt. Airy	15.9	8.5	14.5
Raleigh	15.7	8.5	13.6
Salisbury	15.1	8.5	13.2
Charleston, S. C.	14.2	7.5	----
Columbia	15.6	7.5	----
Spartanburg	14.9	7.5	----
New Orleans, La.	14.1	10.5	12.3
Baton Rouge	13.8	10.5	12.0
Alexandria	15.2	10.5	13.2
Lake Charles	13.9	10.5	12.6
Shreveport	15.5	10.5	13.0
New Iberia	14.0	10.5	12.6
Knoxville, Tenn.	15.1	8.5	13.2
Memphis	11.4	8.5	11.0
Chattanooga	15.0	8.5	13.1
Nashville	15.3	8.5	13.5
Little Rock, Ark.	15.7	8.0	13.5

	Mineral Spirits T.W.	V.M.&P. T.W.
Newark, N. J.	15.5	17.0
Baltimore, Md.	18.0	----
Washington, D. C.	18.0	----

	FUEL OILS—T.W. No. 1	No. 2	No. 4	No. 6
Atlantic City, N.J.	12.2	11.2	----	----
Newark, N. J.	12.2	11.1	$3.074	$2.606
Baltimore, Md.	12.1	11.2	3.01	2.54
Washington, D. C.	12.5	11.6	3.17	2.64
Norfolk, Va.	12.6	11.2	----	----
Danville		12.3	----	----
Petersburg	13.3	11.9	----	----
Richmond	13.0	11.6	----	----
Roanoke		13.2	----	----
Charlotte, N. C.	13.4	12.1	----	----
Hickory	13.6	12.4	----	----
Raleigh	13.6	12.6	----	----
Charleston, S. C.		11.4	----	----
Columbia		12.7	----	----
Spartanburg		11.9	----	----

Taxes: Louisiana kerosine prices do not include 1c state tax.

Notes:

Gasoline t.w. prices are to consumers & dealers, except Memphis to dealers only. Memphis consumer t.w. is 14.8.

Naphtha—Newark t.w. prices are for deliveries of 200 gals. or more; less than 200 gals., 0.5c over posted t.w. prices; steel barrel deliveries, 6c over posted t.w. prices. Baltimore & Washington prices are for t.w. deliveries of 25-99 gals., no discounts.

Kerosine & No. 1—Atlantic City prices are for deliveries of 200 gals. or more; for deliveries of 100-299 gals., add 1c to prices shown; for deliveries of less than 100 gals., add 2c to prices shown.

Effective 4-25-50, minimum retail resale price of 18.2c (ex tax) for Esso Gasoline posted throughout New Jersey.

Tank Wagon Prices (Continued)

SOCONY VACUUM

	Gasoline Taxes	Mobilgas Aircraft Grade 80 T.W.	Mobilgas Aircraft Grade 91 T.W.	Mobilgas Aircraft Grade 100 T.W.	Mobilgas (Regular Grade) T.C.	Mobilgas (Regular Grade) T.W.	Mobil Kerosine T.C.	Mobil Kerosine Yard	Mobil Kerosine T.W.	Mobilfuel Diesel T.C.	Mobilfuel Diesel T.W.	MOBILHEAT (No. 2 Fuel) T.C.	MOBILHEAT (No. 2 Fuel) Yard	MOBILHEAT (No. 2 Fuel) T.W.	S/V No. 4 Fuel T.W.	S/V No. 6 Fuel T.W.
New York City:																
Manh.	5.5	....	....	....	....	14.2	....	....	12.5	....	12.0	....	....	11.3	8.77	5.86
Bronx	5.5	....	....	....	....	14.2	....	9.8	12.7	....	12.0	....	8.5	11.4	8.77	5.86
Kings	5.5	....	....	....	....	14.2	9.3	9.6	12.5	8.6	12.0	8.2	8.4	11.3	8.77	5.86
Queens	5.5	....	....	....	....	14.2	....	....	12.5	....	12.0	....	....	11.3	8.77	5.86
Richmond	5.5	....	....	....	....	14.2	9.2	9.7	12.8	....	12.0	8.1	8.3	11.2	8.77	5.86
Albany, N. Y.	5.5	21.5	22.5	25.0	13.2	14.2	9.4	9.6	....	8.7	11.6	8.3	8.5	11.1	7.89	6.12
Binghamton	5.5	....	....	....	14.2	15.3	10.6	10.8	13.7	9.8	12.6	9.3	9.5	12.1	....	....
Buffalo	5.5	21.0	22.0	24.2	14.0	15.0	11.0	11.2	14.3	10.2	13.3	9.7	9.9	12.8	....	9.27
Jamestown	5.5	....	....	....	14.2	15.3	11.0	11.2	14.5	....	13.0	9.9	10.1	12.5	....	....
Mt. Vernon	5.5	....	....	....	....	14.5	....	10.2	13.1	....	12.3	....	8.6	11.6	8.97	....
Plattsburg	5.5	....	....	....	....	15.6	10.6	10.6	....	....	....	9.5	9.7	12.3	....	....
Rochester	5.5	20.9	21.9	23.9	13.9	15.0	10.7	10.9	14.0	....	12.8	9.4	9.6	12.3	....	....
Syracuse	5.5	....	....	25.1	13.9	14.9	10.3	10.5	13.6	9.6	12.5	9.1	9.3	12.0	....	....
Bridgeport, Conn.	5.5	....	....	....	....	14.3	9.3	9.3	....	....	....	8.2	8.2	11.2	....	....
Danbury	5.5	....	....	....	....	14.8	....	10.8	....	....	....	....	9.0	12.4	....	....
Hartford	5.5	....	....	....	13.3	14.6	9.7	9.7	....	9.1	12.0	8.6	8.6	11.5	....	....
New Haven	5.5	20.5	....	....	13.0	14.3	9.3	9.3	....	8.7	12.0	8.2	8.2	11.2	....	....
Bangor, Me.	7.5	24.8	....	....	14.0	15.7	10.1	....	14.1	9.4	12.5	9.0	....	12.1	....	....
Portland	7.5	22.4	23.4	....	13.3	14.5	9.4	....	13.4	8.7	11.8	8.3	....	11.4	....	....
Boston, Mass.	4.5	19.0	20.0	22.0	13.2	14.4	9.3	....	13.4	8.6	11.8	8.2	....	11.4	....	....
Concord, N. H.	5.5	....	....	....	....	15.5	....	....	....	....	12.4	....	....	12.0	....	....
Lancaster	5.5	....	....	....	....	16.9	....	....	15.6	....	13.8	....	....	13.4	....	....
Manchester	5.5	....	....	....	....	15.2	....	....	14.3	....	12.5	....	....	12.1	....	....
Portsmouth	5.5	21.2	22.2	....	13.9	14.8	9.8	....	....	9.1	11.9	8.7	....	11.5	....	....
Providence, R. I.	5.5	19.8	20.8	22.8	13.2	14.4	9.3	9.9	13.2	8.6	11.8	8.2	8.6	11.4	....	....
Burlington, Vt.	6.5	....	....	....	14.1	15.1	10.7	10.7	....	9.7	12.3	9.2	9.2	11.8	....	....
Rutland	6.5	....	....	....	....	15.7	....	10.9	....	....	13.2	....	10.0	12.7	....	....

Tank Wagon Prices	Buffalo	N. Y. City	Rochester	Syracuse	Boston	Hartford	Providence
Mineral Spirits	17.0	15.5	18.5	19.5	16.5	17.5	17.0
V.M.&P. Naphtha	19.0	17.0	20.0	26.0	18.0	19.0	19.0

Taxes: N.Y.C. prices do not include 2% city sales tax applicable to price of gasoline (ex tax).

Discounts:

Mobil Kerosine—Mt. Vernon T.W. less 0.5c for deliveries of 300 gals. or more.

Mobilfuel Diesel—All points, 0.5c for t.w. deliveries of 800 gals. or more.

Mobilheat—Mt. Vernon t.w. less 0.5c for deliveries of 300 gals. or more.

Notes:

Gasoline t.w. prices are to Consumers and Dealers.

Syracuse V.M.&P. price is in steel barrels. Jamestown t.c. prices are delivered prices; all other t.c. prices are FOB bulk terminals.

OHIO STANDARD

	Gasoline Taxes	Aviation Gasoline-Cons. T.W. Sohio Avia. 62 Clear	Aviation Gasoline-Cons. T.W. Esso Avia. 80 Clear	Aviation Gasoline-Cons. T.W. Esso Avia. 91	Aviation Gasoline-Cons. T.W. Esso Avia. 100	Sohio X-Tane Gasoline (Regular-Grade) Consumer T.W.	Sohio X-Tane Gasoline (Regular-Grade) Resellers	Sohio X-Tane Gasoline (Regular-Grade) S.S.	Naphthas & Solvents—Cons. T.W. S.R. Solvent	Naphthas & Solvents—Cons. T.W. D.C. Naphtha	Naphthas & Solvents—Cons. T.W. V.M.&P. Naphtha	Naphthas & Solvents—Cons. T.W. Varnolene	Naphthas & Solvents—Cons. T.W. Sohio Solvent	Kerosine T.W.	No. 1 Sohio-Heat	No. 2 Sohio-Heat
Akron	5.5	20.0	22.0	23.0	26.0	17.7	14.2	18.0	19.5	21.0	21.0	20.0	20.0	13.5	13.5	12.70
Canton	5.5	20.0	22.0	23.0	26.0	18.5	15.0	19.0	19.5	21.0	21.0	20.0	20.0	13.5	13.5	12.70
Cincinnati	5.5	20.0	22.0	23.0	26.0	18.5	15.0	19.0	19.5	21.0	21.0	20.0	20.0	13.5	13.5	12.70
Cleveland	5.5	20.0	22.0	23.0	26.0	18.5	15.0	19.0	19.5	21.0	21.0	20.0	20.0	13.5	13.5	12.70
Columbus	5.5	20.0	22.0	23.0	26.0	18.5	15.0	19.0	19.5	21.0	21.0	20.0	20.0	13.5	13.5	12.70
Dayton	5.5	20.0	22.0	23.0	26.0	18.5	15.0	19.0	19.5	21.0	21.0	20.0	20.0	13.5	13.5	12.70
Lima	5.5	20.0	22.0	23.0	26.0	18.5	15.0	19.0	19.5	21.0	21.0	20.0	20.0	13.5	13.5	12.70
Mansfield	5.5	20.0	22.0	23.0	26.0	18.5	15.0	19.0	19.5	21.0	21.0	20.0	20.0	13.5	13.5	12.70
Marion	5.5	20.0	22.0	23.0	26.0	18.5	15.0	19.0	19.5	21.0	21.0	20.0	20.0	13.5	13.5	12.70
Portsmouth	5.5	20.0	22.0	23.0	26.0	18.5	15.0	19.0	19.5	21.0	21.0	20.0	20.0	13.5	13.5	12.70
Toledo	5.5	20.0	22.0	23.0	26.0	18.5	15.0	19.0	19.5	21.0	21.0	20.0	20.0	13.5	13.5	12.70
Youngstown	5.5	20.0	22.0	23.0	26.0	18.5	15.0	19.0	19.5	21.0	21.0	20.0	20.0	13.5	13.5	12.70
Zanesville	5.5	20.0	22.0	23.0	26.0	18.5	15.0	19.0	19.5	21.0	21.0	20.0	20.0	13.5	13.5	12.70

Taxes: Hangar operators can purchase aviation gasoline less 4c per gal. State Road Tax by supporting purchase with State Tax Exemption Form A-10 to supplier.

Discounts: Esso Aviation—on contract to hangar operators and resellers, 2¢ off consumer t.w.

Fuel Oils—Prices shown are for t.w. & drum deliveries of 50 gals. or more; prices for deliveries of less than 50 gals. are 0.5c higher.

Naphthas—To contract consumers off t.w. prices (except Lucas County): 500 to 999 gals., 0.75c; 1000 to 2499 gals., 0.75c; 2500 to 4999 gals., 1c; 5000 or more gals., 1.5c. Lucas County: less than 50 gals., tank wagon price, 50 to 249 gals., 0.5c; 250 to 499 gals., 1c; 500 gals. or over 1.5c.

Notes: Brown (third-grade) gasoline prices are same as X-Tane unless otherwise noted. S.S. prices are at company-operated stations.

INDIANA STANDARD

Tank wagon prices listed below were obtained by NPN correspondents who visited Standard of Indiana bulk plants where the company's prices are publicly posted.

	Red Crown (Reg. Grade) Red Cr'n. Cons. T.W.	Red Crown (Reg. Grade) Red Cr'n. Dlr. T.W.	Gasoline Taxes	Kerosine T.W.	Stanolex Furnace Oil 1-99 gals.	Stanolex Furnace Oil 100 gals. & over
Chicago, Ill.	16.0	14.0	4.5	15.3	....	....
South Bend, Ind.	15.0	16.5	5.5	15.8	14.3	13.3
Detroit, Mich.	17.4	15.9	4.5	14.7	13.8	12.8
St. Paul, Minn.	17.5	14.5	6.5	15.6	13.7	12.7
Des Moines, Ia.	16.9	15.4	5.5	14.8	13.2	12.2
St. Louis, Mo.	15.7	14.2	4.5	14.6	12.5	11.5
Wichita, Kans.	14.4	14.0	6.5	13.0	11.2	10.2
Omaha, Nebr.	17.0	15.5	7.5	14.7	13.1	12.1
Fargo, N. D.	18.3	16.8	5.5	16.3	14.6	13.6
Huron, S. D.	18.2	16.7	5.5	16.2	14.5	13.5
Milwaukee, Wisc.	16.2	14.7	5.5	15.5	14.0	13.0

Fuel Oils—T.W.—Chicago, Ill.

	Standard Heater Oil	Stanolex Furnace Oil		Stanolex Fuel A	Stanolex Fuel C
1-99 gals.	14.8	13.8	1-749 gals.	9.6	8.45
100-149 gals.	13.8	....	750 gals. & over	8.85	7.7
150 gals. & over	13.2	....			
100-399 gals.	....	12.8			
400 gals. & over	....	12.2			

Taxes:

St. Louis, Mo. gasoline tax includes 1c city tax. Des Moines, Ia. kerosine and furnace oil prices do not include 4c state tax. State sales, occupation, consumer & use taxes to be added where applicable.

Kentucky Standard

	Crown Net Dealer	Gasoline Taxes	Kerosine T.W.
Covington, Ky.	13.5	8.5	14.8
Lexington	16.2	8.5	14.5
Louisville	14.9	8.5	13.8
Paducah	14.9	8.5	13.5
Jackson, Miss.	15.4	7.5	13.7
Vicksburg	14.9	7.5	13.2
Birmingham, Ala.	15.4	8.5	14.0
Mobile	14.7	9.5	13.5
Montgomery	15.5	9.5	14.1
Atlanta, Ga.	15.6	8.5	13.7
Augusta	16.1	8.5	14.4
Macon	15.6	8.5	13.8
Savannah	14.9	8.5	13.5
Jacksonville, Fla.	14.9	8.5	13.5
Miami	14.9	8.5	13.5
Pensacola	14.7	9.5	13.4
Tampa	14.7	8.5	13.5

Taxes:

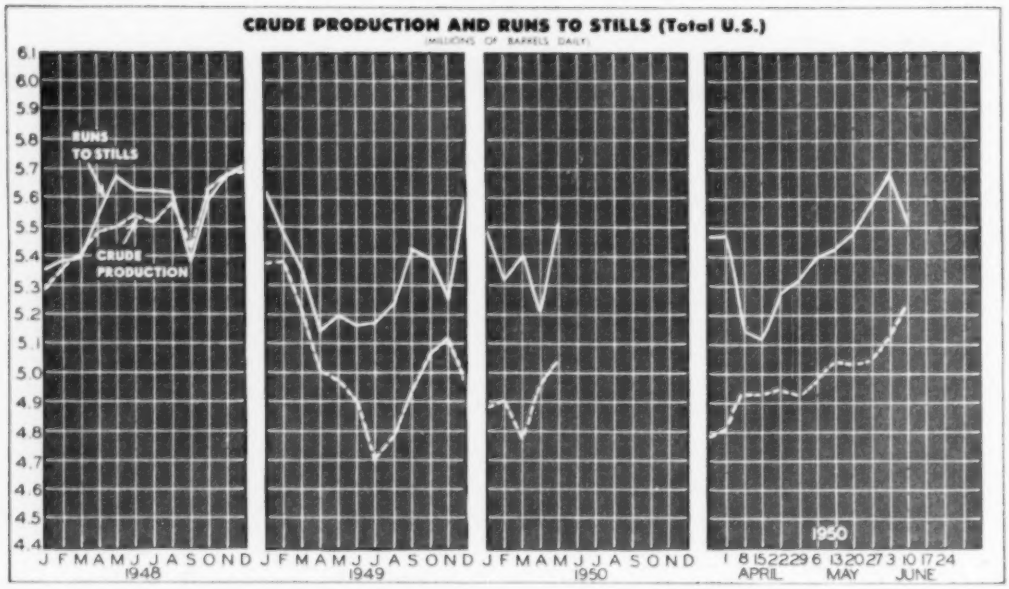
Gasoline tax column includes these city & county taxes: Mobile, 2c city; Birmingham, 1c county; Montgomery, 1c city & 1c county; Pensacola, 1c city. Other taxes not included in prices: Georgia, kerosine, 1c; Montgomery, kerosine 1c; Mississippi, kerosine 0.5c.

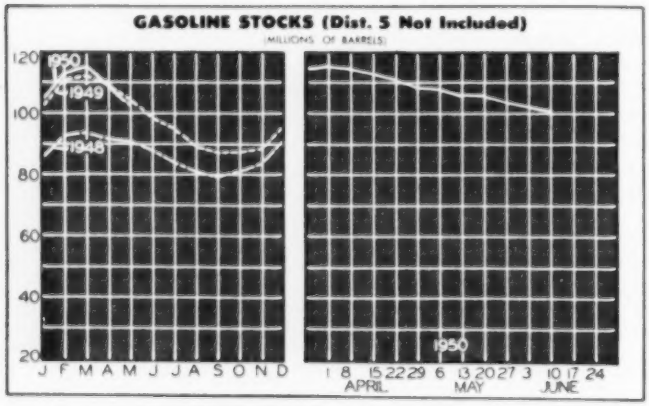
Discounts:

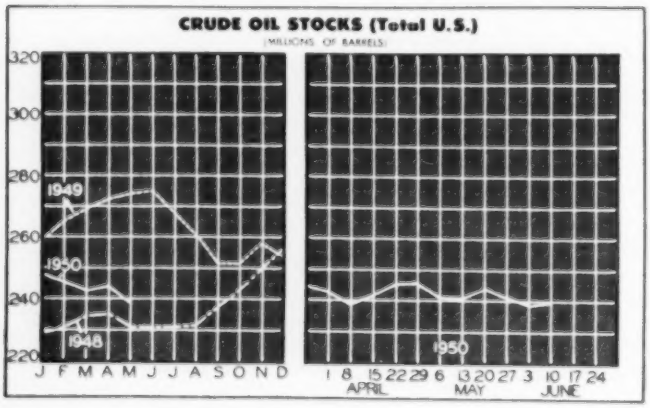
Crown gasoline, for t.w. deliveries-Miami, 1.5c; Tampa, 4.5c.

Notes:

Consumer t.w. prices are same as net dealer prices.







Crude Oil Stocks

(Bureau of Mines figures in thousands of barrels)

	June 3	June 10	Change from June 3
Pennsylvania Grade	2,800	2,861	−39
Other Appalachian	1,693	1,570	−123
Lima-Mercquin	832	841	−9
Illinois-Indiana	8,104	8,606	502
Arkansas	2,528	2,563	35
Kansas	8,754	8,771	17
Louisiana	14,589	15,189	600
North	3,064	3,250	384
Gulf	10,916	11,890	974
Mississippi	1,932	1,931	−1
New Mexico	3,537	3,861	324
Oklahoma	26,602	26,378	−224
Texas	106,217	106,469	252
East Texas	15,047	15,245	198
West Texas	40,199	40,284	85
Gulf Texas	26,624	26,925	301
Other Texas	27,347	26,975	−372
Panhandle	3,471	3,498	27
North	5,676	5,892	216
South	7,211	7,421	210
Other	8,189	7,820	−369
Rocky Mountain	13,161	12,679	−482
California	58,853	58,327	−526
Foreign	6,501	6,057	−444
Total crude stocks in U. S.	239,772	239,464	−692
Total heated in Bureau of Mines East Coast District	15,906	15,181	−725

Penna. Crude Runs to Stills

(Compiled by *National Petroleum News*, from reports of all companies refining Penna. Grade Crude. Figures in *bbl.*)

Week Ended June 10, 1950	Week Ended June 3, 1950	Week Ended June 11, 1949
[illegible]	46,064	47,567

REFINERY OPERATIONS

(American Petroleum Institute figures in thousands of barrels of 42 gallons each. Figures include reported totals plus estimate of unreported amounts and are therefore on a Bureau of Mines basis.)

Districts	Crude Runs to Stills: Daily Average Week Ended		Crude Runs to Stills: % Operated Week Ended		Gasoline Production at Refineries Inc. Natural Blended Week Ended		Kerosine Production Week Ended		Gas Oil & Dist. Fuel Oil Production Week Ended	
	June 10	June 3	June 10	June 3	June 10	June 3	June 10	June 3	June 10	June 3
East Coast	912	941	90.7	93.5	2,963	2,626	283	242	1,190	1,391
Appalachian (Dist. 1)	87	95	73.7	80.5	262	298	18	34	85	71
Appalachian (Dist. 2)	71	68	94.7	90.7	211	250	30	34	57	42
Ind., Ill., Ky.	1,941	1,958	92.1	93.6	3,897	3,978	471	448	999	1,116
Okla., Kans., Mo.	468	506	87.3	93.3	1,811	1,855	83	119	727	606
Inland Texas	199	211	71.8	76.2	990	983	69	85	290	215
Texas Gulf Coast	1,134	1,172	71.7	74.1	3,757	3,914	557	599	1,648	1,747
Louisiana Gulf Coast	424	491	94.8	107.2	1,565	1,695	310	444	715	717
No. La. & Arkansas	73	74	76.0	77.1	205	192	61	61	87	101
Rocky Mt. (Dist. 3)	13	13	86.7	86.7	53	50	3	3	13	13
Other Rocky Mt. (Dist. 4)	103	103	87.7	87.7	601	611	36	23	265	287
California	459	472	84.3	81.7	2,754	2,601	45	131	974	811
Total U. S. — B. of M. Basis	*5,324	5,688	84.0	88.4	19,029	19,055	1,918	2,221	6,961	7,187
U. S. — B. of M. Basis, June 11, 1949	5,153		81.3		17,641		1,617		5,711	
East of California	4,625	4,816	83.9	87.4	16,275	16,457	1,601	2,090	5,987	6,276

* Includes 439,000 bbls. foreign crude runs.

Districts	Residual Fuel Oil Production Week Ended		Total Stocks Kerosine Week Ended		Total Stocks Gas Oil and Distillates Week Ended		Total Stocks Residual Fuel Oil Week Ended		Stocks of Finished and Unfinished Gasoline Week Ended		Per Cent Daily Refining Capacity Reported Week Ended
	June 10	June 3	June 10	June 3	June 10	June 3	June 10	June 3	June 10	June 3	June 10
East Coast	1,399	1,240	6,139	5,574	11,156	10,321	9,556	8,626	26,916	27,192	100.0
Appalachian (Dist. 1)	71	73	370	370	510	465	359	355	2,439	2,616	98.8
Appalachian (Dist. 2)	103	100	106	91	153	118	117	140	938	913	97.3
Ind., Ill., Ky.	1,909	1,971	3,355	3,149	8,615	8,139	2,920	2,793	21,776	24,042	90.5
Okla., Kans., Mo.	419	406	996	954	3,961	3,627	1,069	1,028	12,495	13,190	82.8
Inland Texas	289	299	406	341	936	959	810	747	3,448	3,406	81.5
Texas Gulf Coast	1,543	1,512	2,968	2,407	6,853	6,215	4,104	3,671	17,803	18,233	97.2
Louisiana Gulf Coast	348	422	2,493	2,415	2,917	2,683	1,686	1,650	5,719	5,853	88.1
No. La. & Arkansas	97	89	291	322	430	460	221	199	2,746	2,793	72.6
Rocky Mt. (Dist. 3)	20	19	25	25	52	51	52	53	117	119	25.1
Other Rocky Mt. (Dist. 4)	222	256	533	318	1,504	1,498	560	552	4,904	4,943	88.7
California	1,746	2,809	937	1,063	10,190	10,094	17,778	18,087	17,983	18,078	91.1
Total U. S. — B. of M. Basis	7,397	7,517	18,499	17,368	45,230	42,440	39,192	38,991	(1)19,249	121,087	92.6
U. S. — B. of M. Basis, June 11, 1949	8,305		22,066		40,402		65,901		(1)17,484		
East of California	5,921	5,478	17,562	16,266	35,031	32,445	21,414	20,904	101,266	103,009	93.2

Unbroken gasoline stocks included are (1) 8,183,000 bbls. (2) 8,207,000 bbls.

Crude and Condensate Production

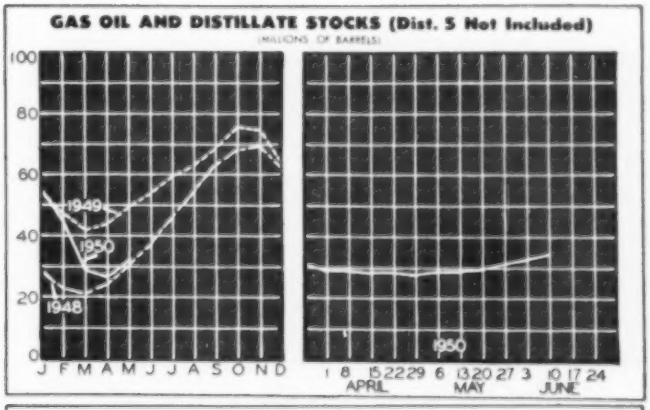
(API figures in barrels daily)
Week ended June 10

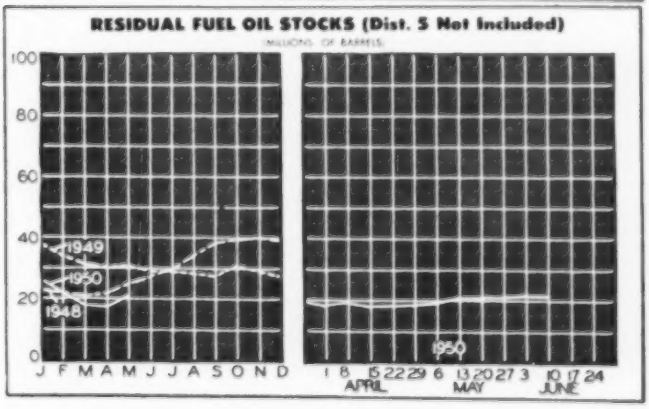
State	Crude & Condens.	Change from Previous Week
*New York-Pa.	11,200	—600
Florida	1,500	+400
W. Virginia	8,800	+1,100
*Virginia	100	
*Ohio—S. E.	4,950	+1,250
Ohio—Other	4,000	—200
Indiana	11,800	+2,350
Illinois	171,850	—7,600
Kentucky	26,400	—50
Michigan	44,400	—1,200
Nebraska	2,050	+100
Kansas	**252,400	—29,400
Oklahoma	**419,950	—4,750
Texas		
Dist. 1	28,350	+550
Dist. 2	135,000	+8,350
Dist. 3	424,000	+15,750
Dist. 4	212,000	+9,050
Dist. 5	34,150	+1,350
East Texas	292,000	+11,650
Other Dist. 6	93,450	+2,350
Dist. 7-B	80,400	+1,550
Dist. 7-C	61,750	+1,500
Dist. 8	700,150	+26,650
Dist. 9	141,950	+1,700
Dist. 10	92,200	+500
Total Texas	2,284,350	+92,750
North La.	132,500	+2,150
Coastal La.	458,700	+25,350
Total La.	591,250	+27,500
Arkansas	82,950	+500
Mississippi	102,050	—1,700
Alabama	1,750	
N. Mex.—S. E.	124,800	+400
N. Mex.—Other	300	—50
Wyoming	110,450	+2,150
Montana	20,000	+100
Colorado	59,800	+500
Utah	2,000	
California	871,450	+16,800
Total U. S.	5,905,450	+100,950
*Penna. Grade crude (est.)	58,000	+2,000

Breakdown of condensate production which is included in above table is as follows:

Arkansas	4,050	Texas	39,900
No. La.	13,450	Wyoming	600
Coastal La.	14,000	California	2,500
Mississippi	3,250		

** Okla., Kans., Neb. figures are for week ended 7 a.m., June 8, 1950.





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Refineries for Dismantling
at any location

No Job Too Big

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WANTED TO BUY: Four or Five Railroad Tank Cars 8,000 gallon capacity. **BOX 336.**

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WA 20 WHITE TRACTOR, airbrakes, 5th wheel, spotlight, heater, 31,000 miles, tires & paint good. Power take off, two inch pump on tractor. 2,000 gal. Trailer, compartments 1,100 & 900. Brodie two inch meter, ticket printer. Brodie air eliminator, hose reel & 100 ft. 1¼ hose mounted in rear. Reasonable. **CHAS. W. THIEKEN, c/o Paramount Oil Co., Inc., 6404 Madison Rd., Cincinnati 27, Ohio.**

FOR SALE: 250 H. P. Fire Box High Pressure Boiler good for 275# pressure with oil burner and pumps. Price reasonable. **ENTERPRISE HEAT & POWER CO., 9127 Conant, Detroit, Mich., TRinity 3-1100.**

Business Opportunity

STATE DISTRIBUTORS now being appointed for the revolutionary petroleum product, Mix-I-Go Hydro Fuel Treat. For details write **MIX-I-GO HYDRO, INC., P. O. Box 1746, Orlando, Florida.**

An advertisement in NPN's Classified Section will bring you quick, effective results at low cost.

WRITE TODAY

NATIONAL PETROLEUM NEWS
1213 West Third St.
Cleveland 13, Ohio

ASPPA's Gasoline Requirements Covered

WASHINGTON—Armed Services Petroleum Purchasing Agency in second try has obtained complete coverage of its last-half-of-1950 requirements of 80 Octane (ASTM Motor Method) all-purpose gasoline for bulk lifting in the Gulf Coast Caribbean area.

First invitation, No. 50-101, in mid-May called for 984,000 bbls. of the all-purpose motor fuel. Pontiac Refining Corp. was awarded contract for 322,000 bbls. at price of $4.788 per bbl. (11.4c per gal.), FOB Corpus Christi, Tex., and ASPPA readvertised for the 600,000-bbl. deficit in Invitation No. 50-122.

Bids opened June 12 covered the 600,000 bbls. with only three companies offering, as follows: (quantity offered in parentheses)

Esso Export Corp. (600,000 bbls.), low price in PLATT'S OILGRAM, Gulf Coast Cargoes, for 86 oct. Research regular-grade gasoline (currently 10.75c per gal.) with maximum of 11.25c, FOB Aruba, N. W. I.; bid prices do not include duty of 1.5c per gal. applicable if imported to U. S.; deliveries to be made, beginning Sept. 1, at rate not to exceed two cargoes (about 270,000 bbls.) per month.

Pontiac Refining Corp. (270,000 bbls.), $5.019 per bbl. (11.95c per gal.), FOB Corpus Christi, Tex.; 135,000 bbls. per month, September and October.

Taylor Refining Co. (225,000 bbls.), 12.34c per gal., FOB government vessel, 12.4c per gal., FOB junction of contractor's pipeline and government's pipeline to army controlled storage, Corpus Christi, Tex.; 75,000 bbls. per month beginning Oct. 1; price to escalate with crude.

The Military Agency drew only two bids against its tender No. IFB 50-118 calling for delivery of 2,760,000 gals. of Aircraft Engine (Jet) Fuel, Grade JP-3, in the Norfolk, Va., area during the period July 1, to Dec. 31, 1950.

Sun Oil was apparent low with price of 11.925c per gal., FOB Marcus Hook, Pa. Tide Water Associated bid 12.24c, FOB Bayonne, N. J.

ASPPA had sought bids on basis of FOB vessel, barge, tank car and transport truck at supplier's plant, Norfolk, Va., area. Both bidders said they had no storage there.

Gasoline Price Index Rises 0.7%

NPN News Bureau

WASHINGTON—Gasoline prices represented the largest change, rising 0.7% in Bureau of Labor Statistics wholesale oil price index for week ended June 13. Index, which is based on *Platt's Oilgram* quotations is shown below for week ended on comparative dates indicated (1947 equals 100):

	June 13 1950	June 6 1950	June 14 1949	% Change June 6, 1950 to June 13 1950
Crude and products	116.8	116.4	110.8	+0.3
Crude	132.6	132.6	133.0	
Refined products	113.5	113.4	106.5	+0.4
Gasoline	127.1	126.2	123.9	+0.7
Kerosine	119.0	119.6	108.0	−0.5
Distillate fuels	119.7	119.7	108.0	
Residual fuels	90.3	90.3	68.6	
Lubricating oils	60.6	60.6	59.6	
Natural gasoline	84.3	84.3	86.7	

While not on comparable basis with above oil index, bureau's wholesale index for all commodities (about 900 using 1926 as base year) was down 0.4% for week ended June 13.

April, 1950, Petroleum Shipments by Barges via Mississippi River and Tributaries

(Figures in bbls. Prepared by Oil and Gas Division of Interior Department)

	Crude Oil	Gasoline	Kerosine	Heating Oil	Gas Oil	Fuel Oil	Lubes	Misc. Prod.	Total
From TEXAS to:									
DIST. 1	.....	1,317	.....	.....	.....	59,223	26,874	.....	87,414
DIST. 2	.....	685,001	269,460	86,097	18,102	.....	.....	.....	1,058,660
Ind., Ill., Ky., etc.	.....	685,001	269,460	86,097	18,102	.....	.....	.....	1,058,660
DIST. 3	.....	50,161	16,093	.....	10,214	.....	.....	.....	81,468
From LOUISIANA to:									
DIST. 1	.....	53,576	.....	.....	14,651	229,024	.....	.....	297,253
DIST. 2	874,905	1,061,654	242,556	68,722	337,524	247,586	5,272	5,985	2,634,204
Ind., Ill., Ky., etc.	874,905	908,288	219,419	60,027	337,524	247,586	5,272	5,985	2,459,006
Mo., Iowa, etc.	.....	143,366	23,137	8,695	.....	.....	.....	.....	175,198
DIST. 3	.....	334,535	59,094	.....	1,932	.....	.....	.....	395,525
From ARK., MISS. to:									
DIST. 2	413,664	1,457,518	68,004	78,465	.....	.....	.....	.....	2,017,651
Ind., Ill., Ky., etc.	413,664	1,248,997	68,004	78,465	.....	.....	.....	.....	1,809,130
Mo., Iowa, etc.	.....	208,521	.....	.....	.....	.....	.....	.....	208,521
DIST. 3	.....	24,777	.....	.....	.....	.....	.....	.....	24,777
TOTAL RIVER BARGES	1,088,659	3,663,539	659,171	253,284	382,425	535,833	32,146	5,985	6,597,044

Oil-Auto Industry Agreement on Oil Change Periods Urged by Doolittle

Recommends 'Variable' 1,000-Mile Period; Octane Hikes Seen Costly to Refiners, Public

By HOLGER RIDDER
NPN Staff Writer

DETROIT—Closer co-operation between the automobile and oil industries on fuels and lubricants problems—with first emphasis placed on seeking an agreement between the two industries on proper crankcase drainage periods, and a study of the problem of fueling future cars—appeared a step nearer realization as a result of a meeting of the API Lubrication Committee and automotive engineers here June 14-15 at Book-Cadillac Hotel.

Three topics highlighted the two-day session:

1—Gen. J. H. Doolittle, Shell Oil vice president, recommended both industries adopt an arbitrary figure of 1,000 miles between crankcase drains, this figure to be increased, or decreased, according to driving conditions and the results of a joint investigation by both industries. To effect such an agreement, General Doolittle recommended that Automobile Manufacturers Assn. and API appoint a joint committee to study the problem.

2—Appointment of a similar committee to study the problem of fueling cars of the future, with special attention given to means of improving the efficiency of the conventional engine "operating on today's premium grade economical fuels," rather than to creating a demand for still higher octane fuels without respect to the economical factors involved.

3—A panel discussion on the servicing of automatic transmissions in service stations.

Oil Change Confusion

General Doolittle, addressing some 175 oil and auto industry men at the June 14 banquet, declared:

"Although working toward the same end, in striving to give the public what it wants—and demands—in the economical, trouble-free operation of its cars, both industries are, at times, guilty of confusing the public. . .An example of this is the matter of oil change intervals. The public is thoroughly confused as to the proper oil change interval. This results, in large part, from the endeavor of both industries to over-simplify a very complex and difficult problem.

"A quick glance at the manufacturer's recommended change periods for twenty 1950 cars shows 14 different recommendations — including those for initial, second and succeeding drains—ranging from 300 miles to 5,000 miles between changes. The petroleum industry itself has not adopted a uniform recommendation. Its recommendations vary from 500 miles for the initial drain to 1,000 miles, 2,000 miles and up to twice a year for drains thereafter. . .If the motorist is not already sufficiently confused, other agencies with no obligations for the performance of either the car or motor oil, have often reaped large amounts of publicity from rather unique oil change recommendations with which neither industry concurs. . ."

After citing the various factors which affect the practical limits of oil change under various conditions, General Doolittle said:

"For either industry to arbitrarily attempt to establish the proper oil change interval for a given engine and motor oil for the average driver . . . is a difficult, if not impossible, task. However, I am confident that by working together—by undertaking co-operative tests representative of the actual driving habits and conditions of the average motorists in the many varied localities of our country—that a reasonable satisfactory optimum solution with variables can be achieved.

"I have pointed up the impossibility of selecting one definite and invariable drain period either in miles or time for all driving conditions. Such a standard would admittedly be too severe for ideal driving conditions and too short for cold weather, stop and go, or for dusty driving: In order, however, to establish a starting point I would like to recommend an arbitrary figure of 1,000 miles between drains which would be increased, or decreased, according to driving conditions and the results of a joint investigation by both industries.

"When the technological facts have been determined, and when mutual agreement is achieved, if that is possible, the oil drain interval formula for different cars, different oils and different conditions should be stated as simply as possible, in clear, concise terms which the public can understand and printed in large, easy-to-read type."

Problems of Higher Octanes

Regarding the problem of fueling cars of the future in the event there should be a comparatively wide usage of very high compression ratio engines requiring an extremely high octane number fuel, General Doolittle declared that:

"The problem of higher octane numbers is not one of having the know-how to make them. . .The problem is to be able to obtain sufficient quantities of higher octane materials from the crude, without extreme and exorbitant waste, and at a cost which will make the use of these fuels economically feasible. . .

"Both industries must continue to devote themselves to the development of better products and probably much better fuels which will result in greater efficiency and performance than we know today—and that they will be obtained on a basis which will be economically feasible to the average motorist. But, to my mind, the first logical step toward the achievement of that goal, and one which will make its attainment easier and more practical, is for the petroleum and automobile industries to work together now to increase the efficiency of the conventional engine operating on today's premium grade economical fuels.

"At present, further improvement in specific fuel consumption through increase in compression ratios obtained solely at the expense of increased octane number fuels will not give operating economies commensurate with the anticipated increases in fuel cost. Until better fuels are economically available—and we must wait on technological progress for them—increased performance had best be obtained through further engine refinement."

George Romney, Nash-Kelvinator vice president, on the program with General Doolittle, expressed confidence that the co-operation between the oil and auto industries in the past on matters of mutual interest holds promise that this co-operation will continue and improve in years to come.

G. A. Round, chief engineer, automotive division, Socony-Vacuum Oil,

SAE 60,70 Near End

DETROIT — Announcement was made that the elimination of the classification for SAE 60 and SAE 70 engine oils has been finalized. As a result, the usual 18-month transitionary period is now in effect. After Nov. 15, 1951, these two classifications will not be in effect.

led off the panel discussion on servicing of automatic transmissions, stressing the need for a sustained and effective program to train service station personnel in the proper servicing of the units if the oil industry is to reach the expanding market offered by these devices for a lubrication fluid. The oil industry, he said, in seeking this market has a big bear by the tail—a bear which it wants very much—but unless a good servicing job is done, the industry is in danger of having to let go of the bear's tail and being severely bitten in the process.

Using slides and cut-away models of automatic transmissions now in use to demonstrate the complexity of the units and their sensitivity to improper servicing, Mr. Round warned that untrained or careless personnel can result in poor service which would result in car tie-ups and expensive repairs, and would probably drive car owners to their auto dealers for service.

He estimated that in the higher price range, well over 90% of all cars on which automatic transmissions are available as optional equipment, are so equipped. In the medium-price class, over 60% have them, and it is anticipated that at least 40% of the lower priced cars will be bought with automatic units once full-scale production is under way.

Mr. Round described the various types of automatic transmissions now in use and outlined the lubrication needs of each. He pointed out the necessity for keeping the mechanism free of dirt and foreign matter which might enter during fluid change or make-up fill.

He said there is nothing standardized about the lubrication servicing operations of the various makes. Because of this, service station men must achieve proficiency on all makes, he stated.

Must Satisfy Customer

Harry Moir, Pure Oil, outlined briefly his company's program for training personnel in servicing of these transmissions, stressing the need for extensive use of pictures to reduce any possibility of error on the part of station personnel. He added that an important part of the industry's success or failure in obtaining and keeping this market will be that of improving customer satisfaction—that is, giving him service that makes him want to come back to the service station in preference to the car dealer.

Harry Wolf, General Motors Research Laboratories, echoed the opinions of the other two speakers in stressing the necessity for extensive and thorough training programs for service station personnel. He urged the Lubrication Committee to aid the automobile manufacturers in the distribution of sound technical information on the servicing of units.

Asks Why Fluids Failed

The following day, June 15, the discussion of automatic transmissions was resumed. Paul Keyser, Socony-Vacuum Oil, referring to a statement made the previous day by Mr. Wolf to the effect that one major company had submitted five fluids for tests and that four of them had failed, asked Mr. Wolf:

1—How serious were these fluid failures?

2—Is the present fluid inadequate?

3—When will a reasonable number of new fluids be approved?

Mr. Wolf said General Motors felt justified in going to a new fluid with higher specifications. He said at the time the oil industry asked to take part in the marketing of the fluid, General Motors wanted to improve the oil, and would have done so on its own had it not been decided to let the oil industry develop its own fluids according to GM requirements. He said maximum viscosity was needed for positive action of the mechanism in the units, and the new fluid is more satisfactory for the hydra-matic and torque converter type units. And with an improved fluid, the oil industry will have to supply only one fluid for all units—at perhaps a slightly higher cost—rather than a number of fluids for different units.

Mr. Wolf said tests of fluid samples are being pushed as rapidly as possible but he could give no definite date when approval of some might be forthcoming. He said the fluids which had failed so far had failed primarily in the "squawk" tests. However, he added, some outstanding fluids have been submitted and about 60% have passed the "squawk" test. (The squawk test pertains to quietness of operation.)

A. B. Boehm, sales manager, Enjay Corp., asked why General Motors felt a need for a new fluid. Mr. Wolf said one reason was that the new fluid would eliminate the necessity for supplying a winter and a summer grade fluid for automatic transmissions.

Mr. Boehm then asked if the new fluid would result in any improved performance characteristics. Mr. Wolf replied there would be no change in performance characteristics.

In further discussion it was pointed out that some automatic transmission units have operated up to 75,000 miles without any make-up oil. Also pointed out was that where trouble is encountered with these units, repair bills often run from $250 to $300, lending emphasis to the need for proper servicing.

It was reported at the meeting also that Ford will recommend the use of Type A automatic transmission fluid when the Ford unit comes on the market. Type A is recommended for most automatic transmissions.

Fluid Packaging

In a discussion by R. Cubicciotti, L. Sonneborn Sons, Inc., of a joint committee of API and National Lubricating Grease Institute on packaging, Mr. Wolf asked if the committee would give any consideration to the matter of packaging automatic transmission fluid. He was informed that the committee would study the matter if a problem developed.

Mr. Wolf then suggested that the fluid should be sold in service sta-

War Crisis Seen Hiking Premium Fuel Demand

DETROIT—Gen. J. H. Doolittle, Shell Oil vice president, in his talk on auto-oil industry co-operation on fuels and lubricants pointed out a problem which many motorists may encounter if compression ratios continue to rise.

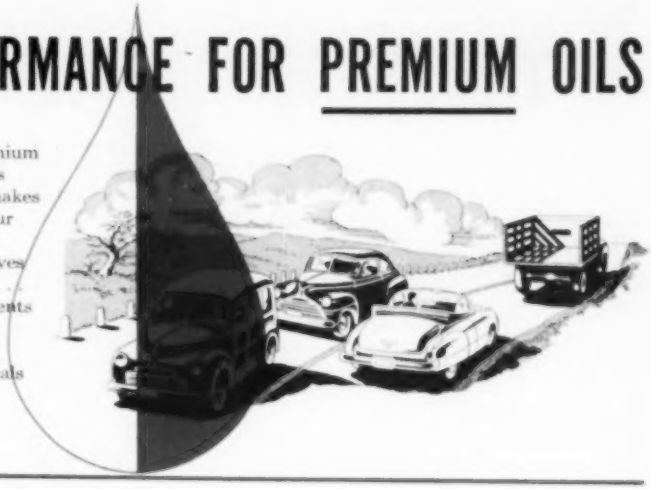
He said: "In event of a national emergency in the immediate or near future, high octane military aviation gasoline requirements for ourselves and our allies would increase tremendously. Furthermore, the ideal jet fuel is made in large part from materials which are normally converted to high octane gasoline.

"During the last war the commercially available fuel was not good. In the case of another war, it will be still poorer. With today's cars, unless the military operates a very large number of ground vehicles with high octane requirements, the addition of a couple of gaskets and less heavy-footed throttle work would allow the average citizen to use his ration of inferior gasoline without too much harmful detonation.

"However, the size and quality of his ration will depend to a very large degree upon the octane requirements of the war effort, and we may be sure that cars requiring a super premium fuel will, to say the least, experience serious difficulties."

PREMIUM PERFORMANCE FOR PREMIUM OILS

Today's value-wise motorist demands premium performance when he pays premium prices for lubricants. He's likely to ask, "What makes this premium-priced oil worth more?" Your dealers need not hesitate to answer such questions if you employ Monsanto Additives to put premium performance in your oils . . . and tell your dealers about the improvements you've made. For details on Monsanto Additives, mail the coupon. MONSANTO CHEMICAL COMPANY, Organic Chemicals Division, 1744-F South Second Street, St. Louis 4, Missouri.



MONSANTO ADDITIVES

1. POUR POINT DEPRESSANTS —

Santopour,* Santopour B — Keep motor oils fluid at low temperatures. Minimize pour reversion while in storage.

2. MOTOR OIL INHIBITORS —

Santolube* 395, 395-X and 398 — Protect against bearing corrosion and oil oxidation. Primarily recommended for "premium" motor oils.
Santolube 394-C — Used in combination with any level of detergency to insure oil stability and protection against bearing corrosion.

3. VISCOSITY INDEX IMPROVERS —

Santodex* — Monsanto's new viscosity index improver . . . Makes easier starting possible in cold weather . . . gives better oil film protection to engine working parts . . . makes dual-grading practical.

4. GEAR LUBRICANT ADDITIVES —

Santopoid* 29 — Enables a single gear lubricant to properly lubricate hypoid and other gears under severe operating conditions in high-speed passenger cars, heavy-duty trucks, tractor-trailers and buses.

5. MOTOR OIL DETERGENTS —

Santolube 203-A, 303-A, 520 — Detergent and dispersant type additives that minimize ring sticking by dispersing lacquer, sludge and other insoluble oil contaminants.

6. MEDIUM AND HEAVY-DUTY COMBINATIONS —

Santolubes 205, 206, 360, 374, 521, 522, etc., can be adapted to your base stocks for medium and heavy-duty service.

MONSANTO
CHEMICALS AND PLASTICS

MONSANTO CHEMICAL COMPANY
Organic Chemicals Division
1744-F South Second Street, St. Louis 4, Missouri

Please send data on .....

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Company .....
Street .....
City ..... Zone ..... State .....

*Reg. U. S. Pat. Off.

SERVING INDUSTRY . . . WHICH SERVES MANKIND

THESE QUALITY TWO-COLOR ADVERTISEMENTS

are selling New VEEDOL Motor Oil to your customers

Now... for you men who know your oils... here's the inside story of New VEEDOL!

Today's New VEEDOL Motor Oil could well be called "The Premium Oil... *Plus Plenty!*"

First of all, VEEDOL has the terrific *plus* of being refined from expensive 100% Bradford, Pennsylvania crude—*finest in the world!* Modern refining can improve any oil, yes . . . but the *finest oils are still produced from the finest crudes!* That's why VEEDOL's famous "Film of Protection" is still 100% Pennsylvania!

Now VEEDOL has another great *plus* . . . a new scientific detergent additive that actually cleans motors as they run! This important new *plus* goes far beyond ordinary premium oil performance in keeping your customers' motors *cleaner, smoother-running!*

The other scientific additives in VEEDOL effectively protect bearings against corrosion, minimize the lacquering of pistons and valve stems, and help reduce sludge and gum formation in motors.

That's why VEEDOL is "The Premium Oil... *Plus Plenty!*" That's why your quality customers want VEEDOL, the World's Most Famous Motor Oil.

Help New VEEDOL make more friends and dollars for you. How? Just *display* VEEDOL and you'll *sell* VEEDOL... *to customers who want the best!*

TIDE WATER ASSOCIATED OIL COMPANY
NEW YORK TULSA SAN FRANCISCO

tions in sealed containers only, and added that this seemed logical since most oil companies sell their premium oil that way rather than in drums.

Mr. Keyser took exception to that, pointing out that his own company (Socony) and others marketed premium oils in 55-gal. drums as well as sealed containers. He also took exception to Mr. Wolf's statement that the consensus of oil marketers favors distribution of motor oil in sealed containers.

H. W. Morrow, Sinclair Oil, Chicago, said that he saw no reason why auto dealers should be given the advantage of being permitted to distribute the fluid from 55-gal. drums, while service stations would use only sealed quart containers.

Asks Lower Octane Needs

At the June 14 session R. J. S. Pigott, engineering division director, Gulf Oil, declared that automobile makers must lower the octane fuel needs of present and projected high compression engines, rather than expect the oil industry to continue increasing octane values much beyond present levels. He said the oil industry can't make any substantial increases in gasoline octanes without substantial investments to raise refinery capacity, and present-day fuels will not be adequate for engines of 12.5:1 compression ratio as are now planned.

The auto industry, however, can redesign its engines to burn lower octane fuel without appreciable compression ratio changes, he asserted. He estimated that such an engine change would cost auto makers about $3,000,000 to $5,000,000 (million), "not a great deal more than would be required over the period of change for ordinary new models," while to boost octanes to fuel a 12.5:1 engine would cost the oil industry between $2,000,000,000 and $3,000,000,000 (billion) in capital investments.

Octane demand of present single-stage compression engines can be lowered 12 numbers, he said, almost the octane step-up needed to raise present fuels for a 12.5:1 engine. He said present best premium fuels reach 92-93 octane and would have to go up 15 points for the 12.5:1 engine. He predicted that high compression engines will not go higher than 13:1 or 14:1.

Station Permits Up Slightly

Dollar value of service station construction permits issued in U. S. urban* areas during April of this year was about the same as in March, as shown in the following table:

Service Station Construction Permits

	April 1950	March 1950	% Change
Number of permits	467	436	+7.11
Permit valuation	$4,534,000	$4,655,000	−0.02

* Includes all incorporated places of 2,500 population or more in 1940 and a small number of unincorporated civil divisions. Building outside of these city limits is excluded, even when it is located in populous suburban areas that may be an integral part of a city's economic and social life.

Merchandising—Advertising—Promotion

Service Station Promotion Helps Push Dealer Sales

May and June issues of General Petroleum's *Mobil Dealer News* offer a number of sales tips that have been getting results for the company's dealers:

One dealer maintains he has been getting "10 or more new customers a month" by using the "Welcome Wagon Service" of a national merchandising organization. Under the system, new residents in a neighborhood are greeted by a "Welcome Wagon" representative who offers newcomers literature, free service and merchandise offers from local commercial establishments. The dealer has been including in the service his own "welcome card" offering a free lubrication job.

He estimates 20 calls per month are made in his neighborhood, and that about every other call results in a new account for him. He pays 50c per call, and thus figures each new customer costs him only a dollar. He also helps offset loss from a free lube job by requiring an oil change.

As the dealer puts it: "The best time to go after new business is when it is new—as soon as people move into the neighborhood."

Another dealer has been using a variety of sales promotion ideas. He has had a long-standing policy of giving lollipops to children stopping at his station. During the summer swimming season, he loans out inner tubes painted silver, with his name and address on them. He also plans to install a flushing barrel for the use of fishermen.

To push sale of Mobil tires, this same dealer has displayed cutaway sections of both an old Mobil tire that had been turned in, and an "inferior" tire of comparable age and grade. His display showed that the Mobil tire "still was good for many additional miles."

During a recent Children's Hospital drive for old car license plates he erected a sign in front of his station showing a crippled child holding out her hand asking for plate donations. His good will gesture was commended by local hospital officials.

Another service station found that business volume picked up during the 1949 baseball season after it had advertised in the baseball program of the local nine, which incidentally won its league pennant last year. The station, located near several medical offices, has won the patronage of almost all the 18 doctors in the vicinity through an aggressive solicitation and follow-up drive.

Time and energy have been saved by another dealer who has rigged an electrical intercommunication system between the station office and the supply room at the rear of the building.

Example of how to sell lubricating oil is given by a dealer who first asks permission to check the oil. Once under the hood, he removes the dip stick, holds his finger at the point of oil level and holds the stick up for the motorist to see. He tells the driver how much oil is needed and then waits. The dealer explains:

"I hold the stick there until he (motorist) responds. Sometimes there's a rather embarrassing silence, but the system works. I don't remove the stick from the driver's view until he speaks, and he usually says, 'O.K., add a quart.'"

Sponsors Race Winner

Sponsor of the winning car in the Memorial Day 500-mile auto race at Indianapolis was Wynn Oil Co., Azusa, Calif., manufacturers of a chemical lubrication additive. Leading car, driven by Johnny Parsons in the contest cut short by rain, averaged over 124 miles per hour.

Wynn Oil had not previously had a sponsored interest in auto racing but had directed its advertising principally toward service station, garage and new car agency sales.

Known as Wynn's Friction Proofing Oil, the chemical additive was perfected by President Chestien Wynn in 1939. The company built a $250,000 automatic processing plant in Azusa in 1948 and now has 46 distributors covering all 48 states and 9 foreign countries. Wynn states it has nearly 1,000 salesmen working full-time on sales of its products.

Radiator 'Finger Test'

Standard Oil of Kentucky is recommending to dealers the "finger test" for selling cooling system service and radiator products. April issue of *Standard Oil News* urges dealers to dip their fingers in radiator outlets to show customers the "accumulated rust and goo" and adds that "a motorist won't disbelieve the evidence of his own eyes."

Ads Push New Gasoline

Ads in 26 northeastern Ohio newspapers launched Canfield Oil Co.'s campaign May 19 introducing new "Jet-ized" Canzol gasolines. The Cleveland company will continue the campaign through June and July, stressing newspaper and car card ads.

Canfield also held a series of dinner meetings covering its Ohio retail distribution area to acquaint dealers with the new gasolines. Speaking at the meetings were A. L. Bailey, Canfield president, and A. C. Ellinger, manager of retail distribution.

About Oil People

Mr. Blickensderfer

C. M. Blickensderfer has been appointed to the recently created position of manager of heating oil sales for Sinclair Refining Co. For the past 20 years he has headed the company's heating oil sales for the Eastern Seaboard. In 1944 he organized Sinclair Oil Heat Inc., a fully affiliated company, which sells equipment, service and fuel in Metropolitan New York. He has been with Sinclair 31 years.

* * *

T. P. McAweeney has been appointed manager of Esso Standard's real estate department. Mr. McAweeney has been with Esso Standard since 1928 and is chairman of the advisory committee on ad valorem taxation of the American Petroleum Industries Committee.

* * *

Frank H. Staub, former district manager for Shell in Akron, O., has been named sales manager of the Minneapolis division office. He succeeds **G. S. Maxson,** who has been appointed assistant sales manager of Shell's West Coast operations. **R. T. Seidel** is the division manager at Minneapolis.

Mr. Staub, a graduate of Bryant and Stratton College, Buffalo, N. Y., started his career with Shell 13 years ago as a salesman at Elmira, N. Y. Since that time he has held various positions at Albany and Ithaca, N. Y., and in Burlington, Va.

* * *

Donald R. Egan has been appointed sales representative for the American Mineral Spirits Co.'s Michigan territory. Mr. Egan will be located in Detroit and will serve the company's tank car accounts.

* * *

J. L. Nolan, manager of Farmers Union Central Exchange, Inc., St. Paul, is a patient at St. Joseph's Hospital in St. Paul. Mr. Nolan recently suffered a heart attack but is making a good recovery.

K. P. Shadbourne has been appointed Los Angeles Basin district manager for General Petroleum, succeeding **C. Leo King** who has been promoted to the advertising department of the firm's home office in Los Angeles.

Mr. Shadbourne, who has been with GP over 20 years, formerly was district manager in Portland, Oregon.

* * *

Earl J. Hogie has been appointed executive secretary of the Chicago Gasoline Jobbers Assn. Mr. Hogie was formerly with the business consulting firm of Linton, Maupin & Linton, Inc. The Chicago jobbers association has moved its headquarters from 919 N. Michigan Ave. to 162 E. Ohio Street, Chicago.

New officers and directors of the Virginia Petroleum Jobbers Assn. are (left to right): R. E. Buncutter, re-elected president, Buncutter Oil Co., Winchester; J. D. Haire, director, Delta Oil Co., Petersburg; R. S. Hornsby, director, J. W. Hornsby Co., Jamestown; and C. P. Holland, vice president, Southern Oil Co., Suffolk

New officers of the Virgina Oil Men's Assn. are (left to right): E. W. Rose, re-elected treasurer, Cavalier Oil Co., Richmond; W. T. Hyde, first vice president, Gulf Oil Corp., Richmond; E. C. Wilton, board chairman and retiring president, Shell Oil Co., Roanoke; E. J. Schul, president, Virginia Home Oil Co., Norfolk; and C. N. Warren, re-elected secretary, Shell Oil Co., Richmond. Not shown here is W. A. Stokely, second vice president, National Oil Corp., Richmond

This Week Continental Oil Company Salutes . . .

Philip R. Mitchell
Nashua, Montana

If all the young men in America were the equal of Philip R. Mitchell, you wouldn't have to worry much about the fate of the nation!

Phil is one of those millions of young men who were just getting a foot in the door of business when World War II began. After a high school career marked by star performances in football and basketball, he started to learn oil marketing. But he found there was more urgent business to be done a long way from home.

After training in two technical schools, Phil was rated a propeller specialist and shipped off to China. With the 14th Air Force, commanded by General Claire Chennault, he served in Kunming and Chengtu, and later in Calcutta and Chabua, India.

Honorably discharged in 1945, he returned to the home town—Nashua, Montana—leased the service station where he had worked before the war, and opened a bulk plant, jobbing Conoco Products.

Business wasn't bad the first year. But two years later, he had doubled it. Conoco's national advertising helped do the trick. So did the wide experience of the Conoco marketing staff, always available to independent jobbers if they want it. His service station got some extra business from tourists traveling with the Conoco Touraide.

And within the last few months, his sales have taken a fresh spurt, thanks to the success of the recently introduced new Conoco Super Motor Oil.

We have to have men like this in America . . . young men who can be successful in their own independent businesses. And we need men who will take the kind of interest Phil takes in civic affairs, too.

He is a member of the Nashua Businessmen's Club . . . secretary of the Nashua Civic Center . . . assistant chief of the Volunteer Fire Department . . . manager-player on the Nashua Independent basketball and baseball teams . . . has been commander of the American Legion Post . . . and commissioner of the Milk River Baseball League. He's married, and the couple own their own home.

Continental Oil Company is glad to give this former Air Force technician its snappiest salute. It's good to know that this country still makes a place for young men like Phil Mitchell.

As a matter of fact, Continental salutes all of the thousands of independent jobbers in this country . . . men who by initiative, ability and civic-mindedness help to keep our nation a place of free opportunity.

We'd like to form "partnerships" with more men like Mr. Mitchell. We believe that, right now, there is a fine opportunity for many independent jobbers to give their business new life by selling the new Conoco Super Motor Oil. If you are interested in selling Conoco Products, why not write to the Continental Oil Company office nearest you, or to Ponca City, Oklahoma? Or, if you are not within reach of Continental's gasoline supply, perhaps you would like to merchandise the spectacular new Conoco Super Motor Oil.

Advertisement

ABOUT OIL PEOPLE

Oil men in South Dakota are active in local affairs, as evidenced by the recent municipal elections.

Gerhart A. Gilbert, a jobber in Watertown, S. D., was recently re-elected mayor of Watertown.

Jack Hennies, Hennies Oil Co., was elected councilman at Wagner, S. Dak. Mr. Hennies, who handles Champlin products, was former mayor of Wagner.

C. E. Carr, Carr Oil Co., was also elected councilman at Wagner. Mr. Carr handles Socony-Vacuum products.

J. L. Timmons, Indiana Standard agent, was elected mayor of Winner, S. Dak.

John Windedahl, Windedahl Oil Co., was elected mayor of Carthage, S. Dak.

Damon Clark, Clark's Service, Tydol distributor, was re-elected mayor of Mitchell, S. Dak.

Emery Powell, Powell Oil Co., was elected councilman at Alcester, S. Dak. Mr. Powell handles Mid-Continent products.

* * *

E. F. Brantley, president of the National Petroleum Corp., St. Petersburg, Fla., has just taken over a truck-repair garage with four employes and a building containing 6,000 sq. ft. of space, which he is using for storage. He has just added Veedol and Tydol motor oil to his line and recently acquired the distributorship of Mix-I-Go Hydro gasoline for five counties in Florida.

Mr. Brantley is president of the Shrine Club of St. Petersburg and a member of the Propeller clubs of St. Petersburg and Tampa. He is also a member of the Board of Realtors of St. Petersburg.

* * *

Walter S. Peeney of Stroudsburg, Pa., a Gulf distributor in the Pocono Mountains, is one of the most active citizens in that area.

Mr. Peeney is a director and member of the executive committee of the Pocono Mountains Chamber of Commerce; chairman of the Associated Petroleum Industries Committee of Monroe County, Pa.; campaign chairman and director of the Monroe County Community Chest drive (500 workers); governor of Rotary District 262, which includes 36 clubs and 1,500 members in Northeastern Pennsylvania; a member of the advisory board of the Salvation Army; a member of the Monroe County Social Planning Committee; and chairman of the Monroe county division of the Employment of Handicapped people.

Mr. Peeney

Mr. Peeney started in the oil industry in 1919 as a clerk with Gulf Oil Corp. When he left Gulf in 1944 to become a distributor, he was serving as a district manager.

Within the last year, Mr. Peeney has built four double bay service stations.

* * *

H. C. Smith, president of American Oil Co., received, on behalf of his company, two Freedom Foundation awards. The awards, presented for "outstanding achievement in bringing about a better understanding of the American way of life," were made in recognition of Amoco's Carnegie Hall radio program featuring American talent, the company's distribution of "freedom pledges" and the company's poster "Freedom Is Everybody's Job."

Freedom Foundation awards are given in two categories: institutional promotion and magazine and other publications advertising.

* * *

Jobbers at the opening session of the South Carolina Oil Jobbers' recent meeting at Myrtle Beach, S. C., were welcomed to the fast growing resort town by the mayor himself, who turned out to be none other than **H. W. Tallevast,** head of Horry Supply Co., Socony-Vacuum jobber at Myrtle Beach.

A new twist in selection of prizes was observed at the convention when some equipment companies donated as prizes sport shirts which displayed startling new patterns. **W. A. Parker,** visiting secretary of the North Carolina association, selected one in preference to a skid tank pump which was an alternate prize!

The committee in charge of the convention entertainment program consisted of **E. DeWitt Plyler,** Catawba Oil Co., Lancaster, S. C.; **P. I. Bostick,** Pee Dee Oil Co., Marion S. C.; and **Hugh Garner,** Echols Oil Co., Greenville, S. C. **H. E. Duke,** Willard Oil Co., Spartanburg, S. C., vice president of the association, brought along his young son to help the committee select and announce names of prize winners.

Curtis Odom, the Bennetsville, S. C. jobber, entertained many of his friends at a buffet lunch which was given at his summer home near Myrtle Beach.

H. F. Horning, executive secretary of the Northwest Petroleum Assn., and secretary of the National Oil Jobbers Council, came down from Minneapolis to make a speech at the South Carolina convention. Mr. Horning, who enjoys seafood, was pleased to learn that **W. L. Heinz,** the South Carolina association secretary from Columbia, is an amateur cook who can prepare lobster tails in a manner that would delight any gourmet.

* * *

Dan Dugan, Dan Dugan Oil Transport Co., Sioux Falls, S. D., addressed the graduating class of the second annual fleet supervisors training course held at Brookings State College.

Among the Dan Dugan Co. executives attending the recent training course were: **Dick Olson, Louis Orvik, Earl Green, Lee Holm, Robert D. Dykman** and **Robert A. Dighton.**

Also attending the course were **John Patton,** Indiana Standard, Huron, S. D., **Ed Bourne,** Socony-Vacuum, Sioux Falls and **W. E. Marquart,** Indiana Standard, Fargo.

* * *

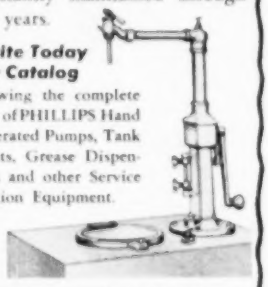
The board of directors, Kern Oil Co., Ltd., London, has appointed **D. W. Gough** as a member of Kern's California management committee, with offices in Los Angeles. Mr. Gough has been serving the committee as executive assistant.

* * *

V. F. Nightingale has been appointed sales supervisor for Shell's central section in Chicago. Mr. Nightingale, former real estate representative for Shell, has been with the company 18 years.

"PHILLIPS"
Your "Buy Word" for DEPENDABILITY

Since 1919 the PHILLIPS Trade Mark on Hand Operated Service Station Dispensing Equipment has been a hallmark of quality and dependability—a reputation constantly maintained through the years.



Write Today For Catalog
showing the complete line of PHILLIPS Hand Operated Pumps, Tank Units, Grease Dispensers and other Service Station Equipment.

PHILLIPS PUMP & TANK CO.
1432 State Avenue
Cincinnati 4, Ohio

West Coast Office
2449 Hunter St.
Los Angeles 21, California

ABOUT OIL PEOPLE

J. J. Warose has been appointed assistant to the manager of marketing at Carter Oil's Denver office. Mr. Warose was formerly manager of the Denver sales division.

Other recent appointments at Carter:

J. R. Owen, former assistant division sales manager at Denver, will succeed Mr. Warose as manager of the sales division.

R. P. Scott, former manager of TBA and specialty sales, has been made assistant sales manager of the Denver division.

E. J. McCabe, former merchandising assistant, succeeds Mr. Scott as manager of TBA and specialty sales.

C. J. Angle will succeed Mr. McCabe as merchandising assistant. Mr. Angle was former district sales manager at Billings, Mont.

S. M. Whitehill, former assistant manager of supply and transportation, has been made senior marketing assistant.

George W. Clements has been appointed marketing assistant.

* * *

David V. Stroop, assistant to **Frank M. Porter,** president of American Petroleum Institute, was recently presented with an honorary certificate by the American Standards Assn. in recognition of his work in the development of industrial standards.

* * *

B. D. Reinfrank has been appointed assistant Minnesota district manager in charge of wholesale and industrial at Socony-Vacuum in St. Paul. Mr. Reinfrank was former wholesale supervisor.

L. F. Galletly has been transferred from Omaha to St. Paul where he will be assistant district manager in charge of retail.

R. J. Seng has been promoted from salesman to city manager and **M. E. Erickson** has been transferred to the Kansas City division office as manager of operations.

J. B. McDonald is Socony-Vacuum's Minnesota district manager.

* * *

John M. Herndon, assistant manager of Du Pont's Chambers Works, has been appointed director of manufacture of Du Pont's organic chemicals department. Dr. Herndon was at one time production manager of the tetraethyl lead division of Du Pont. He later served as petroleum chemicals production manager before becoming assistant manager at Chambers Works.

* * *

William J. Kelly, former branch manager for Sun Oil at Oneonta, N. Y., has been appointed acting sales manager of Sun's Binghamton, N. Y. district. Mr. Kelly, a graduate of Holy Cross College, joined Sun Oil in 1933, and before his recent promotion was branch manager at Oneonta.

LIKE A MAGNET-

STEBER COLUMN LIGHTS

ATTRACT MORE MOTORISTS...INCREASE NIGHT-TIME PROFITS . . . EASY TO INSTALL . . . CONSUME LESS ELECTRICITY

Through use of fluorescent lamps in new Steber Column Lights, amount of current is reduced—and amount of light increased and diffused brilliantly for greater business-getting attractiveness and safety.

Steber Column Lights are easily installed and serviced. The wiring connections and the ballasts that serve the fluorescent lamps in the upper half are located at the bottom. One of the metal panels is hinged and provided with lock. To supply the floodlights when desired at the top, conductors are enclosed in a white-finished pipe extending through center of Column.

The sooner you install, the sooner you will gain the extra nighttime profits. Write for Bulletin 125-50 for complete information or ask your electrical wholesaler or contractor. Made only by

STEBER MANUFACTURING CO.
Dept. 88, Broadview, (Maywood P.O.) Illinois.

MAIL COUPON FOR BULLETIN 125-50

Atop the Steber Column Light shown in illustration above, three Staberlite lampholders with sealed beam lamps floodlight the building. All Column Lights have threaded outlets at top into which one or more Steberlites can be mounted.

STEBER MANUFACTURING CO.
Dept. 88, Broadview, (Maywood P.O.), Illinois
Please send copy of Bulletin 125-50 on Fluorescent Column Lights and Mushroom Lights.—
NAME
ADDRESS
CITY ZONE STATE

ABOUT OIL PEOPLE

Some of the officers of the Southwest Petroleum Credit Assn., as they are about to open their annual convention in Fort Worth, May 22-23: left to right, Frank E. Stephenson, Arkansas Fuel Oil, Shreveport, re-elected secretary-treasurer; W. W. Russell, Continental, Houston, re-elected regional vice chairman; Richard R. Thomas, Shamrock Oil & Gas, also re-elected regional vice chairman; J. F. Butler, Magnolia, Oklahoma City, Okla., new chairman succeeding J. I. Clemons, Texaco, Dallas

At the Southwest Petroleum Credit Assn. conference in Fort Worth, W. O. Stephens (left) Phillips Petroleum, Amarillo, gives some pointers to John W. Stout, Warren Petroleum, Tulsa, (center), and G. H. Kibbee, (right) Sinclair, Forth Worth

Producers Refining Co., West Branch, Mich., of which **James P. Dunnigan** is president, has absorbed Asphalt Products Co. of West Branch. Producers Refining will operate this new addition as its asphalt division, without change in management.

* * *

Named to the newly-created post of supervisor of Tide Water's eastern divisional publications is **Jack F. Gow**, former editor of *Refinery News*, employe publication for the Bayonne, N. J., refinery.

Mr. Gow will now handle publication of *Flying-A-News* for dealers, *Refinery News*, and *Veedol World News* for foreign distributors. In addition to serving as public relations representative for the Bayonne refinery, Mr. Gow is a vice chairman of New Jersey Oil Industry Information Committee. His office is in New York.

* * *

Allan H. Hand, formerly with Ralph M. Parsons Co., engineers and constructors, has established his own business, Allan Hand Associates. He will be a consultant and sales representative, with offices in Washington, D. C.

During World War II, Mr. Hand was executive secretary-treasurer of the Petroleum Industry War Council. Prior to this, he was chief of the Office of Price Administration's petroleum unit and later was appointed assistant director of transportation in the Office of Petroleum Co-ordinator.

Until his resignation in 1939, Mr. Hand had been with Union Oil Co. of California for 27 years.

* * *

Paul G. Blazer, chairman of the board, Ashland Oil & Refining, was awarded the honorary degree of Doctor of Laws by Centre College at Danville, Ky., where Mr. Blazer gave the commencement address recently.

W. W. Vandeveer, a member of the board of directors at Ashland, received an honorary LL.D. from Southern Illinois University. The honorary degree was the first awarded in the 75-year history of the university.

* * *

Harris Bateman has been appointed chief engineer for Cities Service of Delaware and the Cities Service Pipe Line Co. Mr. Bateman, former co-ordinator of purchasing at Cities Service, New York, has also been made a director of Cities Service of Delaware.

* * *

Roscoe Christopher, a jobber in Tucson, Ariz., has recently built two service stations.

* * *

T. B. Strong, Shell jobber at Selma, Ala., just finished remodeling his bulk plant. Mr. Strong is a member of Selma's Exchange Club and the Chamber of Commerce.

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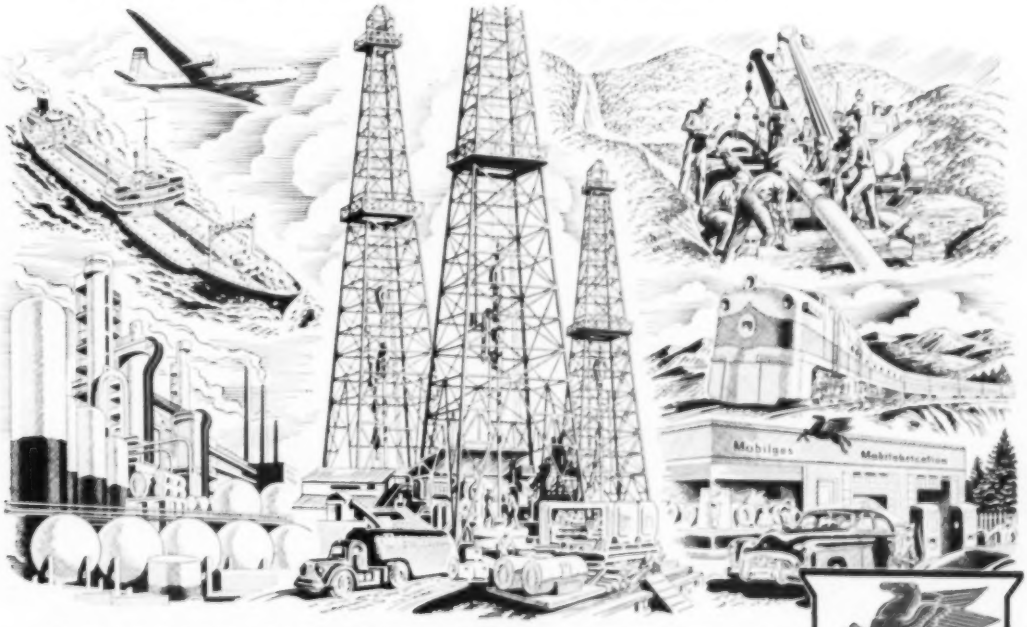

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